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THE CHEMIST AND DRUGGIST

ESTAB. 1859

REGISTERED AS A NEWSPAPER

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ALLEN & HANBURYS Ltd., LONDON, E.2

Telephone: 3201 Bishopsgate (10 lines) *Telegrams*: "Greenburys Edo London."

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"Harlene's" Great New Sales Aid!

To further supplement their Big National Advertising Campaign, Edwards Harlene Ltd. have pleasure in announcing to the Trade yet one more Sales Aid for their Popular Series of Hair Toilet Preparations. This comprises a most attractive Show-Card as reproduced below, the full size of which is 19½" wide by 14½" deep. It is reproduced in natural colours superimposed with Red Lettering, and is meeting with enthusiastic reception everywhere.

These Show-Cards have been executed by the well-known artist Mr. Cress Woollett, and are identically the same as prints of his famous painting, which were originally sold at £1 1 0 each.

No Chemist or Store can afford to be without this valuable new "Harlene Sales Aid," and applications are cordially invited. Enquiries should be made early owing to a limited number only being available. Each Show-Card will be sent Post Free.

The above is an exact Reproduction of the new "Harlene" Show-Card now being distributed as a further aid to the Sale of these Popular Hair Toilet Preparations.

"HARLENE" FOR THE HAIR
"CREMEX" SHAMPOO POWDERS
"UZON" Brilliantine

"ASTOL" FOR GREY HAIR
"Harlene" WAVE SETTING LOTION
"Harlene" Hair Fixative

Address all communications to:—

EDWARDS HARLENE LTD., 20-22-24-26 Lamb's Conduit St., London, W.C.

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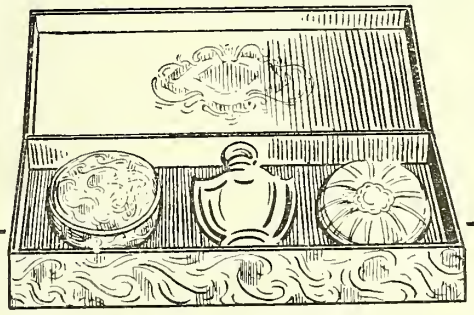
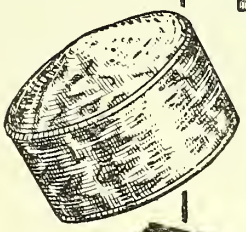


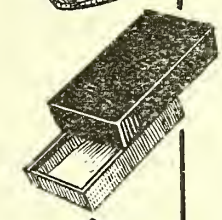


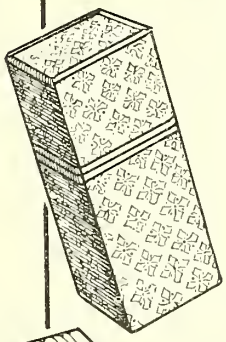
RIGID
CARDBOARD
BOXES
ARE
ESSENTIAL

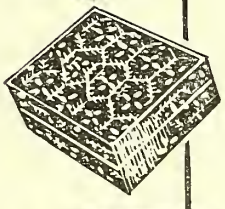
for the solution of some packing problems. Their rigidity and ease of filling recommend them and make them, for many articles, the cheapest and best form of packing.

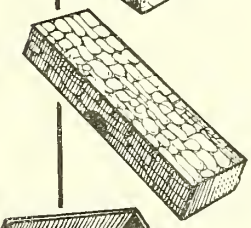
Your enquiries will be appreciated and welcomed with the spirit and desire to serve.

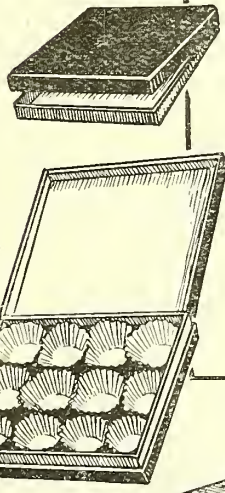
Samples will be gladly sent on request.

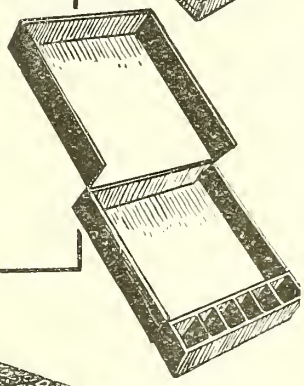












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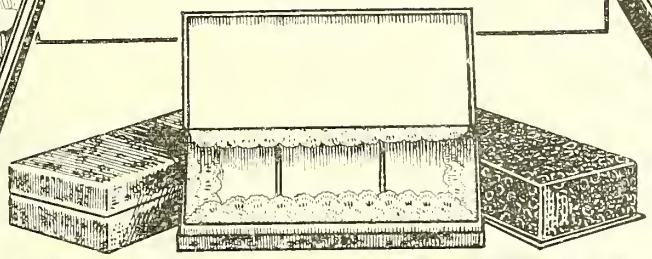
LIMITED
Manufacturers of Boxes for the CHEMIST TRADE
Wheatbridge Mills
CHESTERFIELD
Tel.: 2105. *Tel. Ad. "Boxes."*



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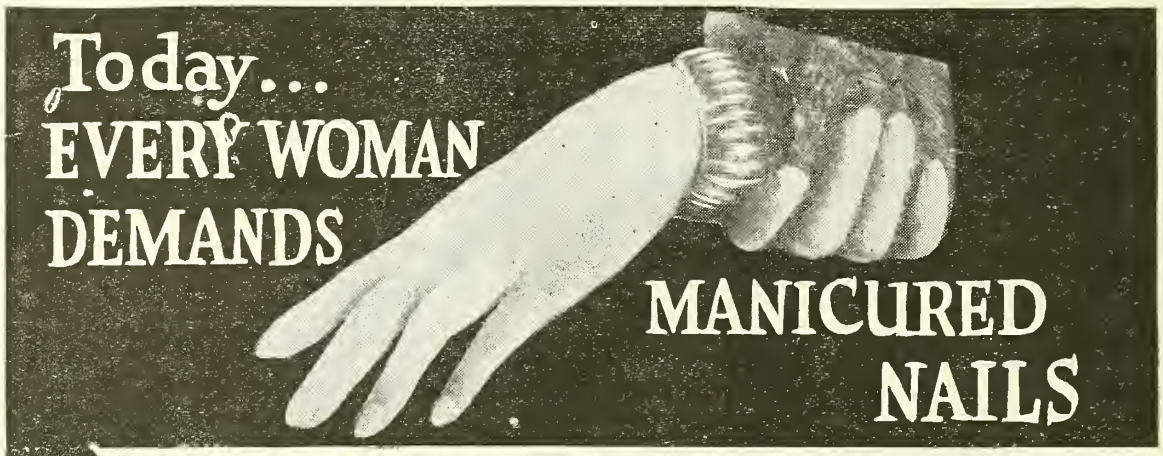

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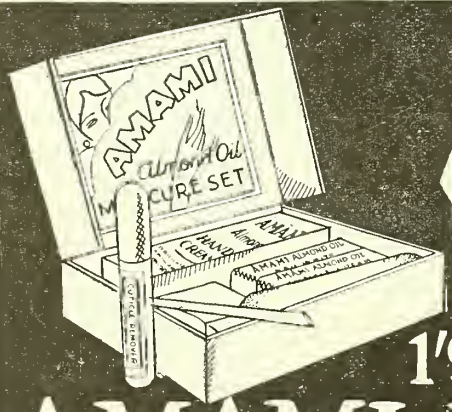
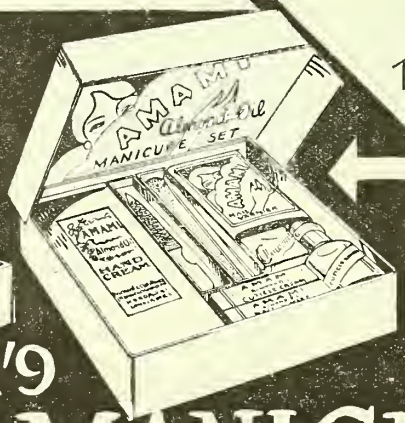
Quick Sellers, Good Value,
Excellent Quality and
Nationally Advertised!

1/- AMAMI CUTICLE FLUID and
1/- AMAMI NAIL VARNISH
Wholesale, 8/- per doz.

6d. AMAMI MINIATURE
MANICURE SET
Wholesale, 4/- per doz.





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MANICURE
SETS
Wholesale,
14/- & 28/-
per doz.

1/9 3/6

AMAMI MANICURE

10% Window Display allowance in a 27/- parcel of Amami Manicure or Assorted Amami Goods.
Order from your usual Wholesaler or direct from Prichard & Constance (Mfg) Ltd., 11, Broad Street, W.C.2

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THANKS YOU

1930 was a record year for COTY sales. We could not have achieved this fine result without your full and enthusiastic co-operation, and for this we wish to offer our sincere thanks.

Our customers in the retail and wholesale business must now realise the enormous possibilities that COTY offers for increased sales, and they can look forward with confidence to an even greater COTY turnover during 1931.

Our Advertising will be considerably increased and consistently kept up during the year. In addition, our policy of giving the trade every possible support and assistance in the way of good service, and all possible "sales aids" will not only be maintained, but considerably intensified.

Coty

COTY (ENGLAND) LTD.
Coty House, 3, Stratford Place,
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C.F.H. 111

Pharmaceutical Glassware of all kinds

DISPENSING BOTTLES
CHEMISTS' SHOP BOTTLES
INFANTS' FEEDING BOTTLES
SOXHLET BOTTLES. EYE-BATHS

Designers & Manufacturers of Glassware for Perfumes, Cosmetics and Bath Salts

SPRINKLER NECK BOTTLES
WHITE OPAL AND ROSE PINK
FROSTED GLASSWARE

Colours WHITE FLINT, MEDICAL TINT, PALE GREEN, ACTINIC GREEN, AMBER, BLUE and ART COLOURS

All our Manufacture is of the Highest Quality

WOOD BROTHERS GLASS CO., LTD.

(ESTABLISHED 1828)

BARNSLEY - - - ENGLAND

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Telegrams: "OPIUM MANCHESTER."

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Reliable House for all Pharmaceutical Preparations and for Personal Service

Concentrated Waters.
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B.P. Tinct. Aqueous Tinct.

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Roboleine

THE FOOD THAT BUILDS THE BODY

FROM FEBRUARY 1st, 1931

SPECIAL TRADE DISCOUNTS will be allowed ON ALL DIRECT ORDERS as under—

5% off invoice on **£3** orders
7½% „ „ **£5** „
10% „ „ **£10** „
carriage paid

OPPENHEIMER SON & Co., Ltd. *Handforth Laboratories,* **Clapham Road, LONDON, S.W.9**

40

"I did not realise the demand for dog medicines until I took up your lines"

says Messrs. CLAYTON SMITH of Derby in a letter to Messrs. Bob Martin Ltd.

IF you were to take a census of the number of dog owners who use Bob Martin preparations in your neighbourhood, you would discover that three-fifths are regular buyers of one or more of the preparations and that one-fifth are buyers who do not buy with sufficient frequency to be termed "regular."

This means that every third person who passes your pharmacy is a potential buyer at frequent intervals of a Bob Martin preparation if you remind him by means of the Sales Aids that you are a stockist.

You will appreciate that there is no need for you to create a demand. This has already been done by Bob Martin's comprehensive press advertising. All you need do is to make use of the Bob Martin display material in order to let dog owners in your neighbourhood know that they need go no further than your Pharmacy for their supply. This is what Messrs. Clayton Smith write :—

14/1/31.

MESSRS. BOB MARTIN, LTD.,
SOUTHPORT.

GENTS,—

Thanks for yours of the 5th inst., and the range of small show cards for your preparations, to hand. Our Sales are steadily increasing for your lines, and like many other chemists, I did not realise the potential demand for dog medicines until I took up your lines and made a window display or two.

I enclose cheque for £1 18s. 3d. for your recommended parcel, and would like the screen and other display material for a full window display in my smaller window here.

Yours faithfully,

J. CLAYTON SMITH.

BOB MARTIN LIMITED
SOUTHPORT - ENG.

For **18s. 4d.** a complete range of Bob Martin preparations (retail £1 7s. 5d.) will be sent with the supply of the most recent display material. The new Sales Aids include the Pekingese showcard reproduced from the painting by Arthur Wardle, a three-piece screen, counter cards of attractive design, and a dozen copies of Bob Martin on Dogs.

DISPLAY 18s. 4d. PARCEL

	s.	d.	s.	d.
Bob Martin's 2 doz. 6d. Tasteless Condition Powders.				
½ doz. Small Strength ..	1	10½		
1 ,, Medium Strength ..	3	9		
½ ,, Large Strength ..	1	10½		
			7	6
½ doz. 6d. Distemper Powders			1	10
¼ ,, 6d. Worm Powders			1	1½
¼ ,, 6d. Worm Tablets			1	1½
¼ ,, 1/- '92 Ointment			2	3
¼ ,, 6d. Cleansfur			1	1½
½ ,, 6d. Chalk Blocks			2	3
¼ ,, 6d. Antiseptic Dog Soap ..			1	1½
			18	4

Carriage paid in the United Kingdom.

The RETAIL VALUE of this Parcel is £1 7s.

BRIGHTER LIGHTS *for* BRIGHTER BUSINESS

Your windows aglow with inviting brilliance never fail to bring customers to your shop.

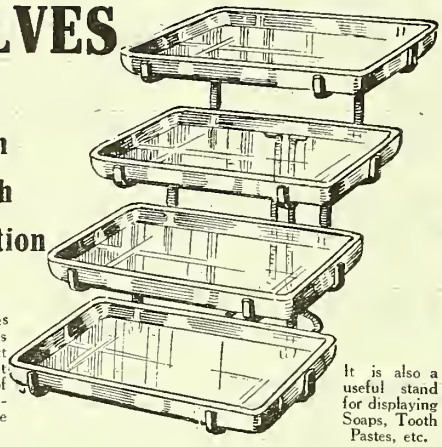
When ordering your next consignment of lamps specify :—

COSMOS PEARL LAMPS

Obtainable from all first-class electrical contractors

Metropolitan-Vickers Electrical Co. Ltd.
TRAFFORD PARK - MANCHESTER

SOLVES the Tooth Brush Question



Tooth Brushes have always been a difficult line to serve, but with the aid of this stand customers can serve themselves.

It is also a useful stand for displaying Soaps, Tooth Pastes, etc.

No. C.S.F. 2851—Very attractive COUNTER DISPLAY STAND. Constructed of mild steel finished silver colour and complete with four clear glass trays, size 11½ × 7 × 1 in. Each tray is slightly sloped, rendering the goods easy to see and to select from. The overall height is 15½ in., width 12 in., back to front 15 in.

22/6 each complete

Send for a copy of our new illustrated 48 page list No. CD 1180 free on request.

DUDLEY & COMPANY, LTD.
451 HOLLOWAY ROAD, LONDON, N.7
City Showrooms: 65-66 Fore Street, E.C.

CELLOPHANE

The ideal **transparent** wrapping **absolutely** harmless, air and grease proof, as used by all the leading Perfumers, Soap Manufacturers, etc., etc., for wrapping Soaps, Drugs, Tablets, Bath Crystals, Perfumery, Surgical Dressings, Sponges, Puffs, Soothers, Tooth Brushes and all Articles of Toilet.

Cellophane can be had in sheets, all sizes and colours; also in the shape of **Bags, Discs, Envelopes,** printed or not, allowing the contents to be seen by transparency.

Cellophane wrapped goods **look better—keep better—sell better.**

Cellophane **protects, beautifies,** and adds the quality touch.

Prices, Samples and Particulars from

The CELLOPHANE COMPANY LTD.
7, 8 and 9 Bird Street, LONDON, W.1

Also 305-7 PRODUCE EXCHANGE, MANCHESTER
35 MILLER STREET, GLASGOW

IMPORTANT REMINDER

HINDS (Honey and Almond) CREAM

LARGE SIZE. Minimum P.A.T.A. retail price to be reduced to 2/- on February 1. Wholesale price reduced from 20/- to 16/- per dozen from December 1, 1930. Except for the price reduction no change has been made in this size.

SMALL SIZE. Minimum P.A.T.A. retail price 1/-. This size has been enlarged to contain almost twice the former quantity, but the style of pack remains unchanged. The new bottles have been supplied on all orders executed direct since December 18, 1930.

TRIAL SIZE. Minimum P.A.T.A. retail price 6d. Bottle enlarged to contain one and a half times former quantity. Same style pack. Enlarged bottles supplied on all direct orders since December 18, 1930. This size is reserved for Chemists and is not supplied to Sixpenny Bazaars.

N.B.—The only alteration in the 6d. and 1/- sizes is the increased capacity of the bottles. The new type bottle is easily identified by its short neck and the fact that it is very slightly panelled on one side only, whereas the old style bottle is deeply panelled on both sides.

Advertising of the increased quantity will commence on February 6. Place your order for the new bottles now, and if you have a surplus stock of the old bottles return them for credit on receipt of the up-to-date goods.

LYSOL LIMITED - LONDON, S.W.20

National Advertising during 'flu epidemic brings 50% increase on orders . . .

One of the special big-space 'flu advertisements in the "Daily Mail" and "Daily Express"—and the special showcard to help draw the new demand into your shop

chemists everywhere benefit from special bonus offer—

Chemists who have taken advantage of the splendid bonus offer on Listerine Antiseptic have profited! Sales show a big increase—orders are up 50% over last year.

Big-space advertisements featuring Listerine Antiseptic as a preventive of 'flu have been running nearly every day in the last two weeks in the "Daily Mail" and "Daily Express."

This powerful advertising will be continued right through the early spring.

Only 4 more weeks to run—44% profit on total outlay

From January 19th to February 28th a special bonus on Listerine Antiseptic has been offered to all chemists. This bonus is in the form of one 7-oz. or two 3-oz. bottles on every order of one-case value or more from retailers undertaking to give a display to the product for 14 days.

It is given in addition to the usual extra profit of 5% on orders of one-case value or more—and brings your total bonus up to 11%!

A striking display card (illustrated on the left) has been specially prepared to help you get more profit from the bonus offer!

Take advantage of this bonus now! Ask for the striking display card. Send in your order to-day to your usual wholesaler, or to S. Maw, Son & Sons, Ltd., 7-12, Aldersgate Street, London, E.C.1.

Tell your customers it wards off 'flu—

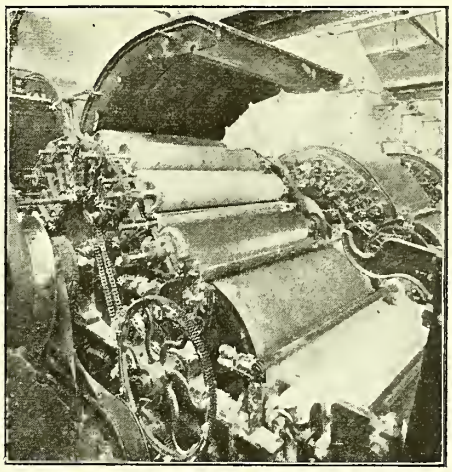
For 50 years Listerine Antiseptic has been recommended by doctors for all infections which start in the mouth.

In their issue of September 21st, 1929, "The Lancet" reported that this antiseptic killed over 200,000,000 germs in 15 seconds—the fastest time on record—yet was perfectly safe for use in all body cavities.

LISTERINE

BRAND

ANTISEPTIC



A MIGHTY ORGANISATION

A mighty and complete organisation stands behind Maw's Yellow Label Surgical Dressings — an organisation covering men, materials, machinery and money—an organisation which exercises a comprehensive control of every stage of manufacture and guarantees a product worthy of you as a qualified pharmacist and a reputable trader.

There are solid, hardheaded, compelling business reasons why you should prefer to handle Maw's Surgical Dressings to those whose origin is unknown to you and whose makers are not closely associated with your particular interests.

Maw's Dressings are your Dressings, made for you, packed for you and sold to you alone. Their reputation and presentation enable you to increase your sales and your profits : their quality helps you to enhance your reputation and goodwill. Safety and success are certain when you sell Maw's Dressings.

S. MAW, SON & SONS, LTD.,
ALDERSGATE ST. LONDON,
AND BARNET

Reprint of Nineteenth Edition.

SQUIRE'S COMPANION

TO THE

BRITISH PHARMACOPŒIA, 1914.

Published by J. & A. CHURCHILL, 40 Gloucester Place, London, W.1.

The Pharmaceutical Journal says—"A companion in the true sense of the word, to the official book."

The Chemist and Druggist says—"It maintains its unique position as a national work of reference."

The British Medical Journal says—"No labour has been spared to make the COMPANION a complete, scientific and practical adjunct to the BRITISH PHARMACOPŒIA."

Descriptive leaflet gratis.

Price 25s. net. Chemists, 23s.

Post Free (inland) 23s. 9d.

New Edition

Squire's Pharmacopœias OF THE London Hospitals

NINTH EDITION

Published by J. & A. CHURCHILL, 40 Gloucester Place, London, W.1.

A systematic comparison of the formulæ of thirty-one of the London hospitals, including the Children's Hospitals and the French Hospital. The formulæ are arranged under the headings of the various preparations so that an immediate comparison may be made between the prescriptions of the different institutions.

The British Medical Journal says—"The value of the book to the medical profession is even greater than that of its predecessor, since it comprises a practical compendium of all the best medical treatments."

The Lancet says—"There can be no question of the practical utility of a book which presents an exhaustive comparison of the pharmacopœias of the London hospitals, for in these institutions the formulæ will be selected for the best reasons which the knowledge of the day can furnish, while their selectors represent leading authorities on all therapeutic questions."

Price 12s. 6d. per copy. Post Free (inland) 12s. 11d.

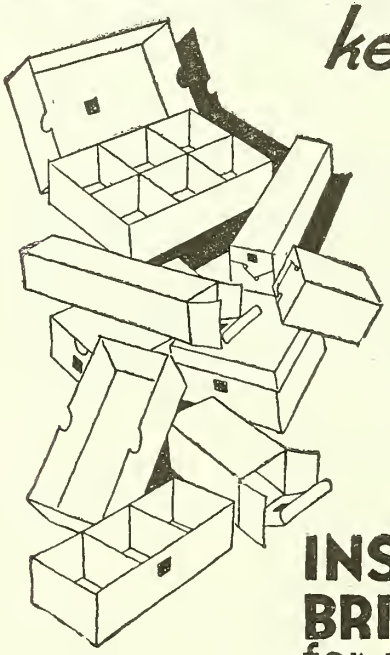
SQUIRE & SONS, LTD.

413 OXFORD STREET, LONDON, W.1

Telegrams: "Squire, Wesdo, London." Telephones: Mayfair 2307 (2 lines).

CARTON USERS!

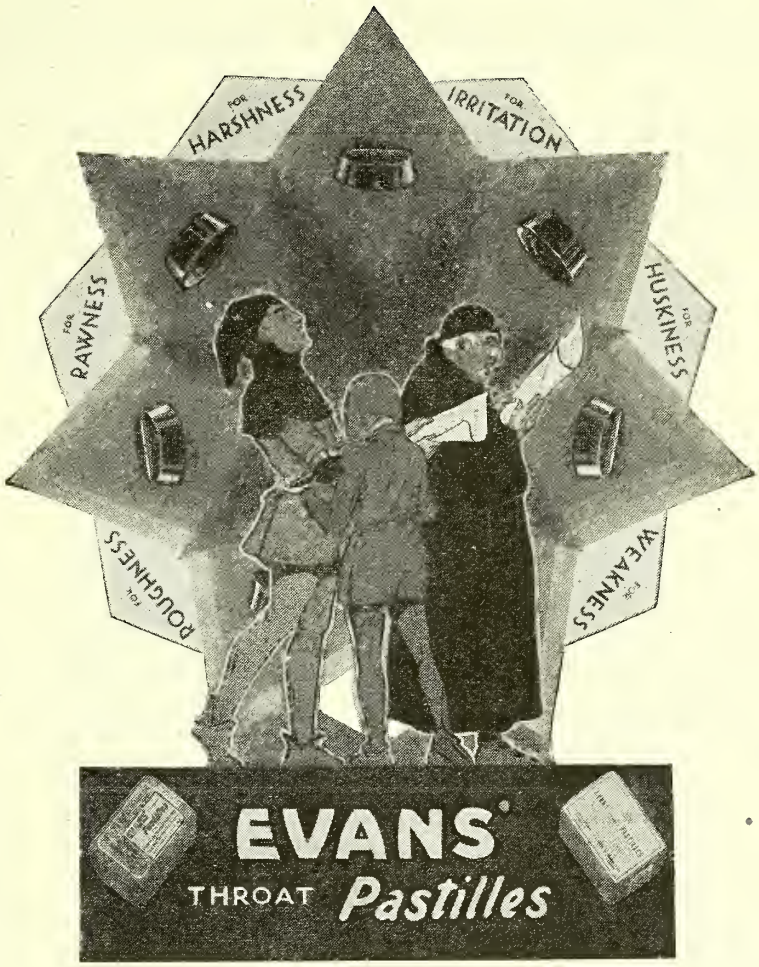
keep the wheels of British mills turning



Seventy-five per cent. of the cardboard boxes sold in this country are probably made from foreign board. Most box makers would gladly submit samples of boxes made from British Board if asked to do so. Many box makers anxious to support British industry are fixing a coloured seal indicating this fact to specimen boxes made of British Board.

INSIST ON BRITISH BOARD for your boxes

Look for this seal on sample boxes



The Advertising of Evans' Pastilles is now at its peak in the National and Provincial Press; every issue of these advertisements reaches 10,000,000 people who are told to "go to their chemist" for their supply.

Have you plenty of stock, and may we send you a cut-out-show as illustrated ?

EVANS SONS LESCHER & WEBB Ltd.

Our Prices are certainly Right

SOME of the largest advertisers in the country use our service . . . why ? . . . because they know we have original ideas . . . can print at prices that keep "overheads" down . . . and they are sure of deliveries to time. When you are in the market for showcards, cartons, folders, booklets, labels, envelopes—in fact, any advertising matter—compare our prices with those you usually pay. We will guarantee to satisfy you regarding quality.

ALF HARRISON & SONS, LTD.

Chemists' & Advertising Printers, Burley Rd., Leeds

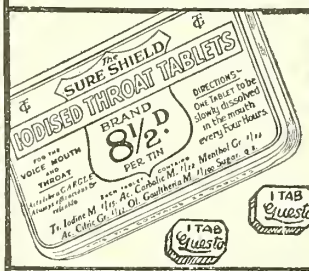
London Office : Sentinel House, Southampton Row, W.C.1.
Telephone : Museum 8340. *Also at* Dublin *and* Belfast.

Meet the BIG DEMAND

BY LAYING IN STOCKS OF

"SURE SHIELD" BRAND Iodised THROAT TABLETS

A Few Specimen "SURE SHIELD" Advertisements



8½D Tins
5/6 doz 63/- per gross

1/3 Tins
9/6 doz 108/- per Gross Nett

THOS GUEST & CO., LTD.
CARRUTHERS STREET,
ANCOATS, MANCHESTER.

LONDON DEPOT:
1, SWAN STREET,
MINORIES, E.1.
TELEPHONE: ROYAL 8111.

pleases the customer and the chemist

TOILETS WHICH TRIUMPH

AYRTON, SAUNDERS & CO., LTD.

LIVERPOOL

THE CUSTOMER : Well groomed is well dressed. A man feels presentable with HIBISCUS-dressed hair. He can enter into the movement of life without at any time taking on a dishevelled appearance. "HIBISCUS" itself is well groomed. A bottle a man's hand can shake, and which will let the cream out. A screw-cap which does not elude him.

THE CHEMIST : Sixpence (or more) profit on the first bottle—and many more bottles to follow, for, once used, permanently adopted.

"HIBISCUS" HAIR CREAM

A masterpiece of presentation, quality, and refinement.

ENJOYING PHENOMENAL SUCCESS.

"HIBISCUS" PINE-TAR SHAMPOO

A liquid shampoo, vastly superior to powders. Note the convenience of the

SPRINKLER BOTTLE

"HIBISCUS" BAY RUM AND CANTHARIDES

Delicately aromatic without added perfume. Just suits the men and pleases the ladies.

Fine show material in great variety, including **NEW COUNTER PLINTH** displaying three bottles as illustrated above.

Uniform Retail Price 1/3. Per dozen 9/-. 6 dozen @ 8/6. 12 dozen @ 8/3.

MAY BE ASSORTED TO SECURE QUANTITY PRICES.

We have minimised production costs by equipping our Works with the most up-to-date machinery.

These Tubes are of the highest quality and finish combined with as low prices as any house in the Trade.

BETTS COLLAPSIBLE TUBES

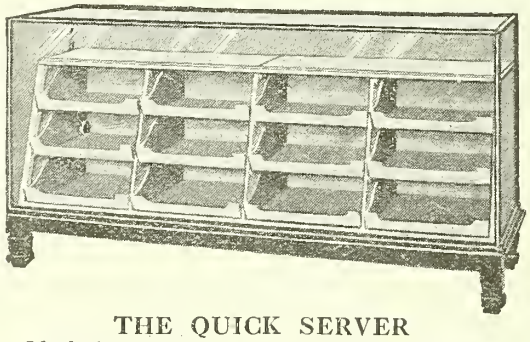
Samples and Quotations on request.

Best Service and Delivery.

ESTABLISHED 1857

BETTS & CO. LTD. 1 WHARF ROAD, CITY ROAD, LONDON, N.1.

RETURN for OUTLAY



THE QUICK SERVER

Ideal for business premises. Mahogany or Oak and Plate Glass. Three rows of light oak trays, opening from back as drawers. Above is a plate-glass shelf accessible by familiar sliding plate-glass doors.

Full illustrated list free on request.

On some goods you doubt that you are getting an adequate return for outlay, on some you are certain, on none can you rely so absolutely as on those things that enhance the attractiveness of your Pharmacy. A well-designed fitting is

An Investment

that brings a perpetual return. It attracts custom, gives status and lasts long after it has paid for the initial cost. We shall be pleased to discuss any shop-fitting problem.

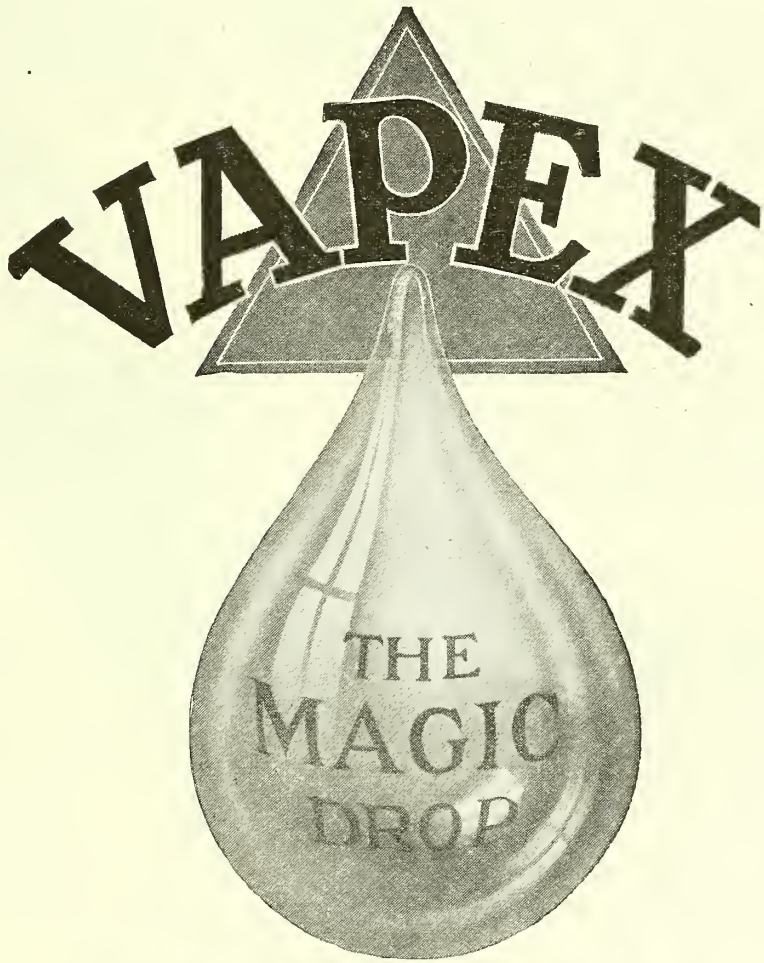
WRITE
CALL
or
PHONE
Clerkenwell
2191

Philip Josephs & Sons Ltd.

90-92 St. John Street, Clerkenwell, E.C.1

PHARMACY FITTERS FOR OVER A CENTURY.

Late of
OLD ST.



FEBRUARY FILL DYKE

means more customers for "Vapex"

Will you please be ready to supply? "Vapex" is one of the most profitable of stamped, nationally advertised specialities and is well worthy of your personal interest. People who have once tried "Vapex" are glad to recommend it to their friends.

To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents Wm. ALFRED JONES Ltd., West India House, Liverpool

THOMAS KERFOOT & Co LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1797.

D/552

COPYRIGHT

THE BIGGEST SELLING

THE new handbag bottle of the world famous "Soir de Paris" Perfume, at 1/3, is the greatest selling triumph in the history of the perfumery business. The screw cap, the sprinkler top, the fascinating blue and silver packing, the incomparable fragrance of the perfume—all combine to make this an outstanding, in fact a unique, attraction.

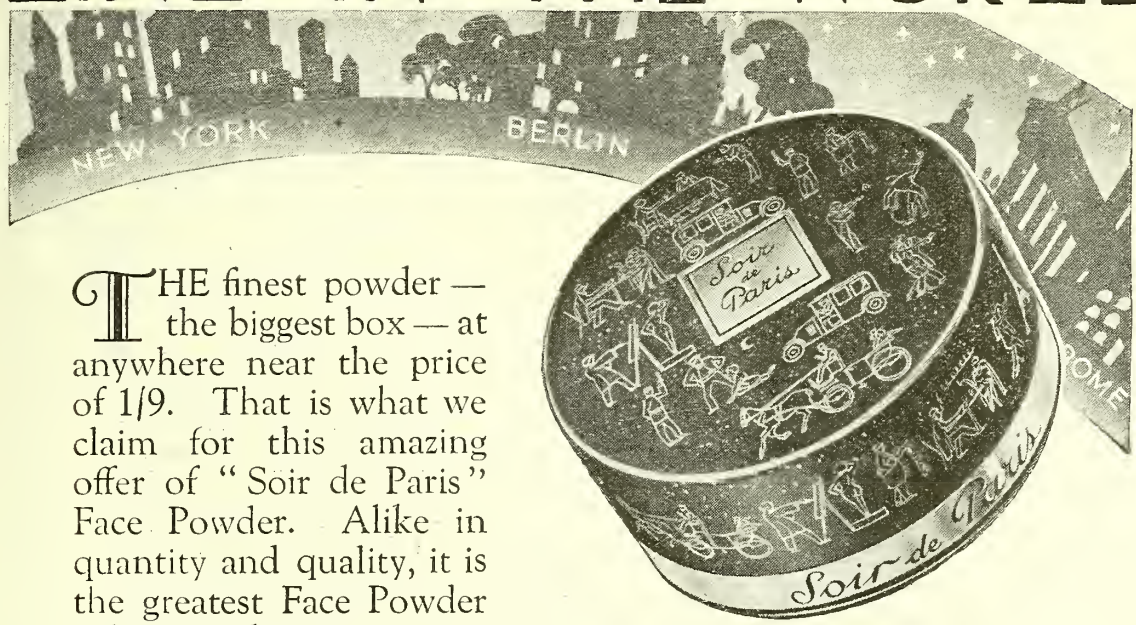
Packed in dozens in the most charming display boxes, at 10/- per dozen. You will find these miniature "Soir de Paris" bottles the feature of the season's trading.

1/3

MINIATURES SOIR de PARIS PERFUME

BOURJOIS PARIS

LINE IN THE WORLD



THE finest powder — the biggest box — at anywhere near the price of 1/9. That is what we claim for this amazing offer of "Soir de Paris" Face Powder. Alike in quantity and quality, it is the greatest Face Powder value ever known.

All over the world "Soir de Paris" Face Powder has won a sweeping success. Only its immense sales make this new price possible. Everywhere it is acknowledged to be the most exquisite of Powders. And now the hundreds of thousands in this country who use it will become millions!

The new price of 1/9 comes into operation on Feb. 2nd, and will be advertised heavily. Be ready to meet the call that will be made upon your stocks. Place your orders NOW—the Trade Price is 14/- per dozen.

Please quote Catalogue No. 2902.

NOW ONLY **1/9** PER LARGE BOX

SOIR DE PARIS

(EVENING IN PARIS)

FACE POWDER

If you have stocks of "Soir de Paris" Face Powder purchased at the original price apply for "application for credit" form.

A. BOURJOIS et CIE., LTD.,
4, Water Lane, Blackfriars, London, E.C.4

AT LAST!

We can now offer

SOLID ESSENTIAL OILS

containing up to

73%

of essential oil

¶ All perfume compositions as well as any essential oil can be supplied in the solid form.

¶ The base used is quite harmless and neutral.

¶ The full aroma and delicacy of the perfume oil is unaltered.

For further information and samples :—

ESSENCES & SYNTHETICS, LTD.

W. C. SLATER, Managing Director

4 CARLISLE AVENUE

LONDON, E.C.3

Royal 0290 *Essynthet, Ald, London*

ESSENTIAL OILS
FLORAL OTTOS
DEODORANTS

BY APPOINTMENT

GUARANTEED PURE

ENGLISH PEPPERMINT OIL

Grown and Distilled from Mitcham Plants

by

CHIVERS & SONS LTD.

HISTON, CAMBRIDGE, ENGLAND

Samples & Quotations on request from the sole selling Agents

BRUCE STARKE & CO.

16 WATER LANE, GREAT TOWER ST., LONDON, E.C.3

TATCHO THE **HAIR RESTORER**

PROMOTES, PRODUCES, BEAUTIFIES THE HAIR

Sample Size 6D.

6 Bottles in Case for Counter Display, 4/- PER DOZ.

1/3 size .. 12/6 per doz.
2/9 size .. 26/- per doz.

TATCHO Laboratories, 5 Great Queen Street, London, W.C.2

BATH & TOILET SALTS DE LUXE

Nymphaea

INSTANTLY SOLUBLE EVEN IN COLD WATER

Retail: 1/-, 3/6 & 6/6 P.A.T.A.

Patentees & Sole Manufacturers

SUPERFINE CHEMICALS, Ltd., FELTHAM, MIDDLESEX.

HELLO! EVERYBODY!

Old Man Wanie speaking—just done 10 days' work, and still 'keen' for more!

Sell **WANIE**

THE BLADE THAT LASTS.

8/- per gross FREE SAMPLE ON REQUEST.

Dept. C.D., WANIE DISTRIBUTING CO.
89 Aldgate High Street, E.C.3.

Irish Free State Agents.
Messrs. W. A. FREEDMAN & CO.,
21 Merchant's Quay, DUBLIN.

JOIN THE BOOM IN

I-O-dent

THE ORIGINAL IODINE TOOTH PASTE

that has leapt into instant popularity. Read this copy of a letter ordering REPEAT supplies :—

" Send me 12 dozen small and 4 dozen large I-O-DENT by return and let me know if I can be sole agent for this line."

6d. size **3/3** **1/-** size **6/6** per dozen, Subject.

DISPLAYS with 6 doz. and upwards. BONUS with 1 gross and upwards.

I-O-DENT LABORATORIES, 56 Durham Rd., Holloway, London, N.7

A. S. LLOYD'S EUX-E-SIS.

For Shaving without Soap, Water, or Brush.

CAUTION.

The Labels on GENUINE EUXESIS bear two signatures—A. S. Lloyd, in black ink, and that of his Widow, Aimee Lloyd, in RED. Refuse any other.

Tubes 1/6 & 3/- ~ 33⅓% Profit

Sole Manufacturers and Proprietors : **AIMÉE LLOYD & Co., Ltd.**

23 PANTON STREET, HAYMARKET, LONDON, S.W.

N.B.—When ordering from Wholesale Houses write LLOYD'S EUXESIS (WIDOW'S).

The Brushes are made in nine models, retailing from 3/6 to 18/6, all subject to generous discounts giving you a substantial living profit. Can be supplied through your usual wholesaler.

THE "*MASON PEARSON*" is the only *PERFECT* Hair-brush made and sold today; the reason being that the *only* perfect hair-brushing material—*the black unbleached bristle of the Wild Boar*—is used in its making.

There is no disputing the fact that the "*MASON PEARSON*" brushes much more quickly than *ANY OTHER* brush; it brushes more efficiently; it cleanses the scalp more gently and thoroughly; it improves the general attractiveness of the Hair, and keeps it at its best. *No hair-brush can do more than this.*

By selling the "*MASON PEARSON*" Hair-Brush you enhance your own professional reputation through its good qualities.

MASON PEARSON
HAIR-BRUSH

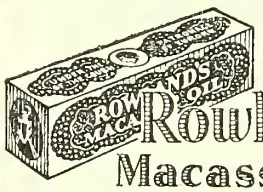
MASON PEARSON SELLING AGENCY LTD. - - - 59 NEW OXFORD STREET, LONDON, W.C.1

For 137 years

Rowland's Macassar Oil has been a favourite dressing for the hair. It keeps the hair healthy, and prevents the encroachment of greyness and baldness.

Of all Wholesalers.

RETAIL 3/6, 7/- & 10/6 P.A.T.A.



Rowland's Macassar Oil

Red for dark hair
Golden for fair or grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1

"ODENTIC" PLATE BRUSH

Regd. No. 417637.

From all Wholesalers.
Packed in ½-dozen Display Boxes.
Manufacturers:

W. R. Speer & Son (EST. 100 YEARS)
215 DALSTON LANE - - LONDON, E.8
Agent for S. Africa—C. GORDON DAVIES & CO., National Bank Buildings, Pritchard Street, Johannesburg.

G. B. KENT & SONS, LTD.

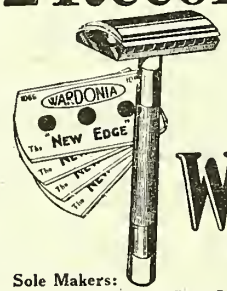
Are known the World over as the Largest Manufacturers of

BEST BRITISH BRUSHES

Please write for full Particulars to :—

75 FARRINGDON ROAD, E.C.1.

2 Record Sellers



The famous Wardonia "New Edge" Blade and now the finest little razor in the world —the Wardonia "New Edge." Both show 50% profit on cost for you.

WARDONIA NEW EDGE BLADES

Sole Makers:
Thomas Ward & Sons Ltd., Wardonia Works, Sheffield, Eng.

Mercolized Wax

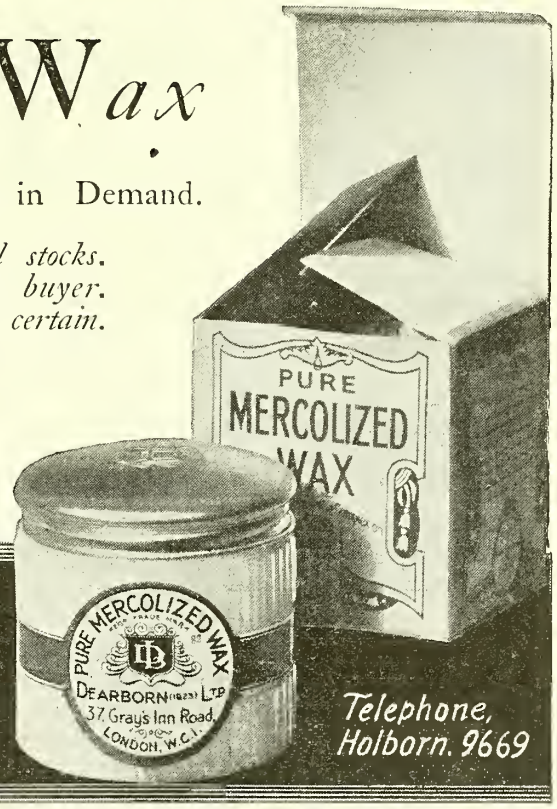
for the Complexion

Extensively Advertised. Always in Demand.

There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain.

Stallax

a Shampoo—also popular,
and shows a handsome profit.



Dearborn (1923) Limited

37 Gray's Inn Rd. London. W.C.1.

Telephone, Holborn. 9669

NATIONALLY ADVERTISED

RETAIL 1/6 FOR TWELVE

TRADE: 8/- PER GROSS Postage 4d. Extra

BONUS TERMS:—

3 DOZ. FREE WITH EACH GROSS ORDERED

THE INCOMPARABLE BLADE FOR

QUALITY PRICE PROFITS

CREATING RECORDS IN RAZOR BLADE SALES AMONGST CHEMISTS

FREE SAMPLES IF DESIRED

ORDER NOW! of your wholesaler or direct

AMO SAFETY RAZOR BLADE Co., Ltd. Broad St. House LONDON, E.C.2

Telephone: Avenue 8846 'Grams: Uzecarnos, Ald, London

If its Customers you want

YOU SHOULD STOCK

PETAL DUST

"Wherein the subtle savour of the Flowers sublimely dwells."

THE GREAT FLORAL AIR PURIFIER

A TRIAL WILL CONVINCE YOU THAT——

PETAL DUST, when once shown, creates its own demand, and is therefore a valuable adjunct to every "go-ahead" store.

PETAL DUST, when displayed prominently upon your counter, will attract prudent customers by the fragrance of its unique odour, which to-day is of such universal admiration.

RETAILS IN PACKETS AT 4d. AND 8d. EACH.

Attractive Advertising matter free on request.

Obtainable through all the usual Wholesale Houses or from Sole Producers :—

THE ROSMARINE MANUFACTURING CO.
LONDON, S.E.1

These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE.
Special low rates for large contracts. Let us quote you.

The London Capsule Co
EMPIRE WORKS, MITCHAM RD., CROYDON
Telephone : Thornton Heath 3014

In the last 5 years the sales of

TOWN TALK
LIQUID SILVER POLISH & SILVER PLATE CLOTH
have increased 3 Fold

Get *your* share of the trade by ordering from
JAMES WOOLLEY SONS & CO., Ltd., Manchester
AYRTON, SAUNDERS & Co., Ltd., Liverpool
BROOKS & WARBURTON (American Drug Supply Co.), Ltd.

Town Talk Polish Co.
Whitby St., Bradford Road, Manchester

KARL HÖLL A.-G.
Langenfeld, near Cologne, Germany
EXPORT TO ENGLAND SINCE 1884.

Manufacturers of :—
TUBES of all kinds, plain and decorated.
SPRINKLER TOPS of all sizes and styles.

IMPORTANT : When asking for quotations send samples already used and state quantities required. Goods will arrive in 3-4 days with direct steamer from Cologne.

HORNBY'S TINS
For all chemists' purposes
WRITE NOW for samples and prices.
HORNBY & CO. (HULL) LTD.
36 HIGH STREET, HULL

C. & D. Stock-Taking Sheets
Halve the Labour of Taking Stock.
Price of Complete Pad, 2/6 post free.
The Chemist & Druggist, Publications Dept., 28 Essex St., London, W.C.2

CORK STOPPERS
ANY DESCRIPTION CAN BE SUPPLIED
Over half a century continued success in the cork business proves our ability to supply a good article at a fair price.

MUNDET CORK PRODUCTS LTD.
12/18 ABBEY STREET,
TOWER BRIDGE ROAD, LONDON, S.E.1
Telegrams : Mundetcomp Berm London. Telephone : HOP 2685.

Medical, Surgical and Scientific.
Wholesale and Export only.
Inquiries invited.
IF YOU BUY ABROAD— WE BOTH LOSE MONEY

GLASSWARE

NIPPLE SHIELDS, IRRIGATORS,
Eye and Nasal Douches, Syringes and Surgical Glass Instruments.
POULTEN, SELFE & Co.
Harley Street, Bow Road, London, E.3. 'Phone: East 3334

B & C
BUTLER
CRISPE
service
All the latest British, French and American Proprietary Medicines, Perfumes and Toilet Goods in stock.
Fullest Discounts allowed.
Orders delivered anywhere in London and its environs by express motor service.
Rail orders despatched same day as received.
You cannot get them quicker or cheaper.
Performance—not promises.
TELEGRAMS: "Alluwant, Smith, London."
CABLES AND MARCONIGRAMS: "Alluwant, London."
TELEPHONE: Clerkenwell 5904 (private exchange).
Established 1777.
BUTLER & CRISPE
Patent Medicine Vendors. Druggists' Sundriesmen. Toilet and Perfumery Agents.
80 & 82, CLERKENWELL ROAD, LONDON, E.C.1.

The Romance of Empire Drugs (2)

Collecting Cloves, Zanzibar

Illustration from the Imperial Institute Collection

Stafford Allen's

Clove Oil is obtained from the flowerbuds of *Eugenia caryophyllata*, which has always been one of the most valued spices, and certainly figured in the rich cargoes of Venetian Commerce. Sometime in the 18th century an Arab introduced the clove tree to Zanzibar, and its cultivation has flourished there ever since, so much so that most of the world's supply of Cloves comes from this British Protectorate.

Distillation of the oil was undertaken at Cowper Street, Finsbury, about 1833. As Allen's English Oil of Cloves it acquired a world-wide reputation. The eventual discovery that vanillin could be profitably manufactured from eugenol, the chief constituent of clove oil, gave an immense impetus to the demand for the latter, and to-day tons of the oil are distilled where pounds were formerly.

Prices are particularly competitive . . . . . Wholesale Trade Only

STAFFORD ALLEN & SONS LTD

COWPER STREET, LONDON, E.C.2

EST. 1833

POTTER & CLARKE LTD.

Potter's Catarrh Pastilles

are of outstanding merit and of proved efficacy. They have captured the approval of the public. There is good business in this line for you :: :: :: ::

P.A.T.A. 1/3. Per doz. 11/- Boxes ½-doz.

60-64 ARTILLERY LANE LONDON E. I.

'PHONES: BISHOPSGATE 4761 (5 LINES). 'GRAMS: "HOREHOUND, PHONE, LONDON."

MANCHESTER: 24 LUNA ST., GREAT ANCOATS

ON EVERYBODY'S TONGUE!

ALL

your customers can buy "GRIPS"

Your sales of "GRIPS" are not limited to any class or type of customer. They can all buy them and WILL buy them if you display them prominently.

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FIRST-AID PASTILLES

MADE BY LIGHTBOWNS LTD., ACCRINGTON

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MADE IN ENGLAND

SPECIALLY KNITTED

ILLUSTRATION OF DISPLAY CARTON

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G221.	,, ,, ,, and Cross-stitched	,, ,,	4/-
G222.	Shell-stitched Assorted Colours	,, ,,	4/9
G223.	,, ,, ,, ,, and Cross-stitched	,, ,,	5/-

COLOURED, WITH COLOURED BORDERS

G224.	Overlocked Assorted Colours and Cross-stitched.	Per dozen	4/9
G225.	Shell-stitched ,, ,, ,, ,, ,,	,, ,,	5/6

SPECIAL ASSORTMENTS

G226.	Cartons, containing 4 each of above 6 numbers,	per Carton	9/2
G227.	,, ,, 6 ,, G220, 222, 223, 224	,, ,,	9/-

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The REAL Eyelash GROWER

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Selling price 7/6 per pot. Trade 60/- per doz. Attractively packed for show purposes in Gold Cartons of ½ and 1 dozen.

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"Glider"
"Bobsleigh"
"My Sunny Girl"

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THERE'S SOME-BODY IN THIS TIN

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from 2 ozs. to 28 lbs.

FOR PACKING DRUGS AND POWDERS

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Established 1880.

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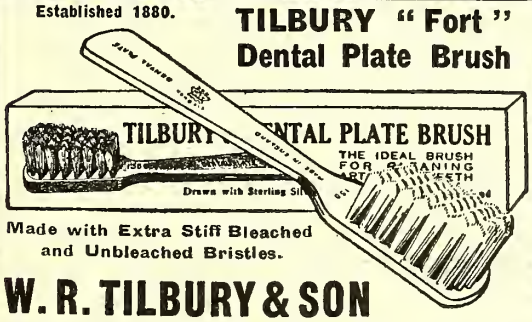

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FOR PACKING

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CALDICOT, Nr. CHEPSTOW, Mon.

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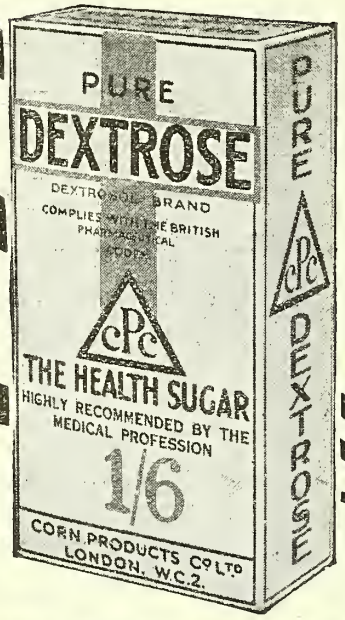
(POWDERED GLUCOSE B.P.O.)

99.5% PURITY



Dextrosol Brand is being freely prescribed by the Medical Profession.

Ask your Medical clients about Dextrose and its value to their patients.

Satisfy yourself that there is a demand for DEXTROSOL BRAND

THEN STOCK IT

Trial samples and literature sent on application.

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RETAIL PRICE - - 1/6 per lb.
NEW WHOLESALE PRICE 13/6 per doz.

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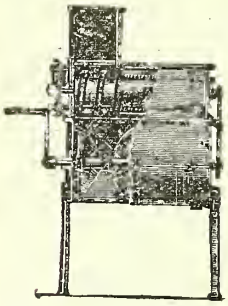
TELEPHONE: TEMPLE BAR 2091.

perfect blending



Gardner's "Rapid" Sifter and Mixer gives a perfect blend. The special Internal Agitator ensures accurate sifting and mixing of materials, irrespective of the diversity of their proportions; if necessary, ½oz. can be perfectly blended with hundredweights.

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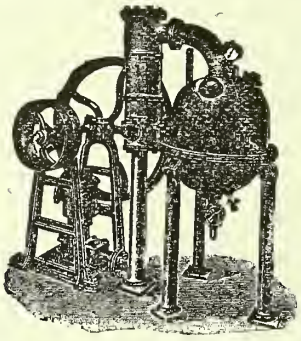

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EVAPORATING PANS.

AUTOCLAVES AND DIGESTORS.

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Let the "GEM" make money for you

Write for particulars and name of local agent to the manufacturers :—

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46 NEW CITY ROAD
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AYRTON-GRAHAM, Ltd.

Designers and actual manufacturers of

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For the MODERN PHARMACY.

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PHARMACIES MODERNISED.

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AT

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By using Brown's Patent Automatic Water Stills pure distilled water may be obtained at the above cost, using steam at any pressure between 30 and 100 lbs. per square inch. The product is pure distilled water, *not* condensed water from steam service pipes

Full particulars free on application. Enquiries are not followed by personal call.

MADE ALSO FOR GAS HEATING

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A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

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Send us your Enquiries and compare our prices.

Wholesale and Export.

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Established 1844.

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FOR ALL KINDS OF BOTTLES AND JARS.

The Tonkin Metallic Capsule Co.

Proprietors : C. Olley & Sons, Ltd.

ACELTA CAPPING SOLUTION

THE ORIGINAL——AND STILL THE BEST!

Attractively replaces old-fashioned methods of bottle capping.
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Trial size 8d. per doz.	6/-
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Deal from the oldest established firm in the Trade:

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STOCK "JAZZO," THE MAGIC DANCE FLOOR POLISH.

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"Soothes It Away" The Great Pain Remedy

MONSOON BALM (BRITAIN) LTD. give notice of Revised Policy. Extensive Advertising recommences as from 1 Feb. and chemists' discounts will be the usual 25 per cent. instead of the introductory terms hitherto allowed.

Obtainable of all usual Wholesalers, including May Roberts, etc., and
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THE ANTISEPTIC DEODORANT TABLET

Purifies the breath and destroys odours after food and drink. There is a universal demand for this new line. Keep the dainty display box on your counter and get your share of this business. Sells at 3d. per tube and shows 33⅓% profit. Special terms for quantities. Order direct or from your usual wholesaler.

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A profitable, easy selling, all-the-year-round line, with an ever increasing demand. A counter display will readily pay you. Particulars, etc., from
CARTER BROS., SHIPLEY, Yorks

"IMP" BALLROOM POLISH

Makes an ideal Dancing Surface on any floor, and, unlike Boric Acid, creates no objectionable or unhealthy dust.

Sprinkler Top Cartons. SHOWCARDS WITH ALL ORDERS

COSTS 9/- and 16/-. SELLS 1/3 and 2/-

CUXSON, GERRARD & CO., LTD. OLDBURY, BIRMINGHAM

NEW DAYLIGHT SIGNS

Any COLOURS — That as a Board — NO BOX MIRRORS

Yet Brilliant at all angles

UPRIGHT or HORIZONTAL — Single Signs SECURE SALES — NOT A DUST TRAP

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shows the practical road to successful sales organisation in his outstanding book

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—the standard British work on the subject. It is a book every keen sales manager can read to the advantage of his firm's policy, marketing and publicity methods, and general routine. 320 pp. 10/6 net. Of a Bookseller, or

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in its improved form is the best CAPPING SOLUTION yet obtainable.

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A SCIENTIFIC DENTURE CLEANING PREPARATION Regd

YOUR Customers with Artificial Dentures Will Readily BUY IT.

THOS. CHRISTY & CO., 4/12 Old Swan Lane, London, E.C.4

Cataline prevents and cures inflammatory Diseases in Cattle.

TO THE TRADE. P.A.T.A. PRICES!

Are *you* stocking

CATALINE?

If not, now is the time to send us your orders.

During this month we are posting 200,000 circulars to 200,000 Farmers and all Live Stock Owners.

Many of these are your customers.

They will be asking YOU for CATALINE.

Cataline pleases Your Customers — The Sales will Please You.

IS WHAT **CATALINE** YOU WANT

One Size. One Price. Retailed at Face Value, namely, 3/9 per bott.

Cases Free. Carriage Paid.

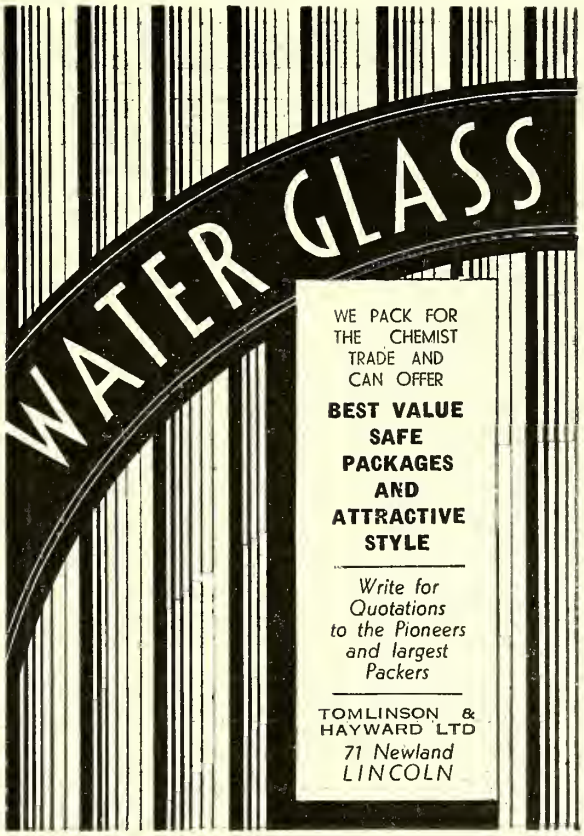
Our best cash with order, carriage paid, prices are:—

1 dozen	3 dozen	6 dozen	12 dozen
36/-	**35/6** per doz.	**35/-** per doz.	**34/6** per doz.

Stocked by most Wholesale Houses

Sole Makers:

The CATALINE CO., Ltd., BRISTOL



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DANYSZ VIRUS

Retail Price (Protected).	Net Wholesale Price
Virus for Rats and Mice, single tube, 2/- 3 tubes, 5/-	.. 15/- per doz.
Virus for Mice only - - single tube, 1/6 3 tubes, 3/-	.. 9/- ,, ,,

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

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Quart Bottles 6/- each	4/6 each
Pint ,, 4/6 each	3/9 ,,

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33⅓% cash with order.

	Retail	Monthly a/c	Cash with Order
½ gall. tins ..	10/-	7/6	6/8
,, ,, ..	18/-	13/6	12/-
,, ,, ..	80/-	60/-	53/4

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)	Wholesale prices per doz.
In tins 3d.	In boxes of 2 doz. 2/1
,, 6d.	,, 1 ,, 3/8
,, 1/-	,, 1 ,, 7/3
,, 2/6	,, 1 ,, 18/-

Danzo Beetle Powder will not deteriorate by keeping.

CARRIAGE PAID ON ALL ORDERS.

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Watts' Embrocation, or Curb Bottle.
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Worm & Condition Powders.
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Hair-Restoring Ointment.
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Great Remedies for the Horse

Protected Prices (P.A.T.A.)

HARVEY'S

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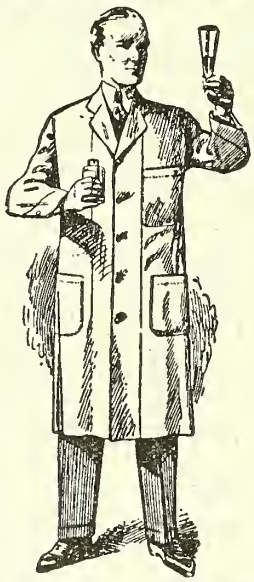
Parasiticide.
Thrush Specific.
Hoof Ointment.
Skin Specific for Dogs.

Of all the leading Druggists' Sundries Houses

HARVEY & COMPANY, Ltd., Dublin

OVERALLS



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WHITE DRILL JACKETS 6/11, 8/11, 10/6
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BLACK DRILL COATS 15/6
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STOCK SIZES: 34 to 44 chest. Special pockets and little adjustments can be made without extra charge. POSTAGE on single coat 9d., but 20/- orders upwards carriage paid.

SPECIAL PRICES FOR LARGE QUANTITIES

GARDINER

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Telephone: Bishopsgate 6751. *Established 1839.*

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GARANTOL

EGG PRESERVATIVE

BECAUSE

It's clean—does not require hot water to mix—is not slimy like waterglass—preserves eggs without affecting taste or shell.

YOU NEED TO STOCK IT

BECAUSE

You want profits; Garantol gives you larger profits up to 33⅓% Carriage Paid—IF you write for special terms NOW!!

Your space is VALUABLE. **One pound** of Garantol is equal to TEN of Waterglass!

You benefit from our advertising, showcards and circularising! Does your waterglass merchant do this?

We are the largest egg preservative manufacturers in the world, with agents and branches in nearly every country.

WRITE NOW FOR SPECIAL TERMS.

GARANTOL COMPANY LTD.

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SHOP FRONT BUILDERS

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OF EVERY DESCRIPTION.

NEW AND SECONDHAND.

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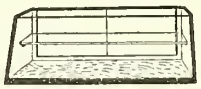

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Shop Fitters and Showcase Manufacturers,
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KWIK-SALE SHOWCASE

Suitable for all Businesses.

Plate glass sloping front. Frameless Mirror sliding doors at back. Polished edge plate glass shelf inside. Size 3 feet long, 14 in. back to front at bottom. 9 in. back to front at top. 12 in. high.....£5-10-0

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2 BLACKBURNE PLACE, LIVERPOOL

Principal—H. HUMPHREYS JONES, F.I.C., F.C.S., Ph.C.

The School re-opens after the Christmas vacation on January 6th.

Bookings are now being made for the next Session commencing in October 1931.

Full particulars from the Principal.

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for

GENOZO BRAND TOOTHPASTE

COMMENCES THIS WEEK!

Commencing this week Genozo advertising will be increased considerably. Large advertisements will appear regularly in the principal national newspapers.

A proof of the first large advertisement and a copy of a new booklet which is being extensively distributed, are being dispatched to all chemists. If for any reason yours do not reach you, Genatosan Ltd. will be pleased to forward second copies on hearing from you. Show material will also be sent on request.

IT WILL PAY YOU TO PUSH GENOZO

BECAUSE—

Sales are actually confined to the chemists' Trade. THE PROFIT on selling price is 44½% (on best terms)

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make all the difference

Cheap Bottles at the best are a poor investment. Usually indifferently made, of poor metal—unevenly shaped—badly coloured, and of incorrect capacities—they cannot add prestige to your products.

It pays to use the best British Bottles. Our four Factories are equipped with the very latest devices for securing uniformity in manufacture.

Super Strong Bottles well made in every respect—they are good-class bottles with a perfect finish—containers you can be proud of and which make all the difference to your finished product.

We make all kinds of glass containers —medicals, cheltenhams, panels, flats, rounds, emulsion, ink, feeding bottles, sauce, pickle bottles, jam jars, etc.

Make us your standard bottle suppliers —our prices are distinctly competitive.

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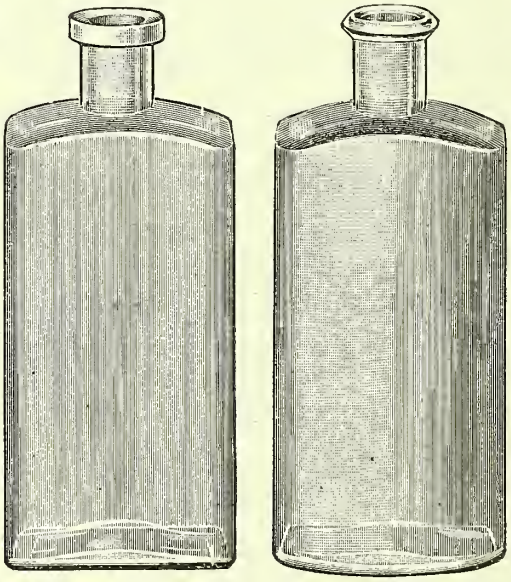
LIMITED

Chemical & Medical Glass Manufacturers

ROTHERHAM, YORKS

The Chemists who are doing the business are the Chemists who turn the work out well.



Round Cornered Flat — Oval Fronted Flat

There is no better help than a smoothly finished, bright, attractive bottle.

TRY THE NO. 2 WHITE QUALITY

REASONABLE IN PRICE
SATISFACTORY in FINISH

Telegrams: BEATSON, ROTHERHAM.
'Phone: No. 88, ROTHERHAM.

ESTABLISHED 1751

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The ornament shown is of the early Persian period

For Quality and Flavour, recommend

TRADE **'KEPLER'** MARK

COD LIVER OIL WITH MALT EXTRACT

Some of your customers always demand the best. Many, familiar only with ordinary commercial qualities, are ready to adopt the best on your recommendation. Win the lasting goodwill of all classes by selling 'KEPLER' Cod Liver Oil with Malt Extract whenever a "malt and oil" preparation is ordered.

A refined, palatable product presenting Vitamins A, B and D in their natural form and association.

Prices in London to the Trade: Bottles of two sizes, at 30/- *and* 54/6 *per dozen (Subject)*

BURROUGHS WELLCOME & CO., LONDON

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Here is an Opportunity

for you to make a sale, and to establish a bond of confidence between yourself and your customer. He, like you, is a busy man and cannot afford to take risks.

Radiostoleum will build up his resistance, will safeguard him against attacks of colds and influenza, and will keep him in sound health during the inclement winter weather.

RADIOSTOLEUM

THE BRITISH DRUG HOUSES LTD. - - - - LONDON

THE CHEMIST AND DRUGGIST

EST. 1859

A WEEKLY JOURNAL OF PHARMACY, THE DRUG, CHEMICAL & ALLIED TRADES.

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English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Merchandise Marks Act Draft Order

The Board of Trade announce that in pursuance of Section 7 of the Merchandise Marks Act, 1926, a draft Order in Council was laid before Parliament on January 21 requiring fertilisers and feeding-stuffs of the following descriptions:—

(*a*) Bone meal and bone flour, whether raw, degreased or degelatinised;
(*b*) hoof meal, horn meal and mixtures thereof;
(*c*) meat meal, meat and bone meal and carcase meal;
(*d*) dried blood, whether ground or unground;

to bear an indication of origin on importation into, and on sale or exposure for sale in, the United Kingdom.

Inquests

At St. Anne's-on-the-Sea, on January 21, a verdict of "Accidental death" was recorded after an inquiry concerning the death of Mr. Nehemiah Tomlinson, retired chemist and druggist, who was found dead from the effects of coal gas in his flat. It was stated that the gas tap was unsafe.

At Bournemouth, on January 28, an inquest on the body of Miss Edith Dolman, Queen's Park Gardens, was concluded. The Bournemouth police surgeon stated that the Clinical Research Association had on analysis found 3 gr. of aspirin in a very small quantity of material submitted; it was therefore concluded that a large dose of aspirin had been taken. A verdict of "Death from Misadventure" was returned.

An inquest was held at Epsom, on January 26, on the body of Dr. Johnston C. Ramsay, a member of the staff of a local mental hospital. The widow stated in evidence that on January 24 her husband, who had suffered from pain for a considerable time, invited her to take poison with him, and that after summoning help she found him dead. Death was stated to be due to poisoning by hydrocyanic acid; a verdict of "Suicide while temporarily of unsound mind" was given.

Contracts

The following tenders have been accepted by the bodies named:—

Stockport Infirmary Committee.—J. C. Arnfield & Sons, Ltd., drugs.

War Office.—W. J. Myatt & Co., Ltd., Birmingham, safety razors and blades.

Birmingham

An endeavour is being made by the City Council to stabilise the rates.

Southall Brothers & Barclay, Ltd., with £849, stand thirteenth in the list of industrial subscribers to the Birmingham Hospital Saturday Fund.

Leicester

Mr. H. B. Barker, son of Mr. J. Barker, Evington Road, has recently obtained the M.R.C.S. and L.R.C.P. diplomas.

Among the successful competitors in the recent window-dressing competition in connection with Zenobia perfumes were the following Leicester chemists:—H. A. Martin, W. T. Hind, E. B. Ward, and Wands, Ltd.

Sheffield

Mr. A. Knowles, who for many years has taken a prominent part in Sheffield pharmaceutical affairs, is returning to his native town, Morecambe.

Under a recently arranged scheme, chemists in the city area are to supply the packets of a proprietary brand of dried milk hitherto distributed by the welfare centres.

Mr. S. Webster, chemist and druggist, Parkgate, Rotherham, has been elected president of the Rawmarsh and Parkgate Chamber of Trade, and Mr. R. J Butcher, chemist and druggist, of Rawmarsh Hill, has been appointed a member of the committee.

Reference was made in the *C. & D.* recently (January 17, p. 60) to the annual dinner arranged for February 5. Writing in regard to this event, Mr. E. A. Kirman, secretary, 49 Church Street, Sheffield, urges all members of the Sheffield Pharmaceutical and Chemical Society and of the local branch of the Pharmaceutical Society who have not already done so to apply for tickets, particularly chemists resident in the Barnsley, Doncaster and Rotherham areas.

Miscellaneous

DENTISTS ACT.—At East Ham Police Court, on January 27, David T. Jolley, Whitfield Road, was fined £5, with £2 2s. costs, for practising dentistry without being registered.

EXPLOSION AT WORKS.—An explosion occurred on January 23 at the Aldersgate Chemical Works, Carnwath Road, Fulham, London, S.W., premises occupied by Whiffen & Sons, Ltd., manufacturing chemists. The damage was not of an extensive nature.

SPORTING EVENTS.—The following are the results of matches played by teams representing Potter & Clarke, Ltd., manufacturing chemists, on January 24:—*Football*, Buchanan Cup, Potter & Clarke, Ltd., v. Kearley & Tonge, won 3—1. *Girls, Netball*, Potter & Clarke, Ltd., A team v. F. Newbery & Sons, Ltd., won 17—10; Potter & Clarke, Ltd., B team v. F. Newbery & Sons, Ltd., draw 10—10.

ALLEGED BANKRUPTCY OFFENCE.—At Nelson Police Court, on January 24, Joseph Edward Burton, Manchester Road, was committed to Preston Sessions on a summons alleging that as an undischarged bankrupt he took part in the management of a company without leave of the Court by which he was adjudged bankrupt. It was stated that the defendant's first venture was the Golden Lion Pharmacy, Westcliff-on-Sea, in connection with which he was adjudged bankrupt in 1927. A company known as Hermoline Products (Liverpool), Ltd., was formed, and in the memorandum of association the defendant described himself as managing director and secretary. That company was wound up by order of Burnley County Court on September 18, 1930. On January 12, 1931, the defendant applied for his discharge, which was granted but suspended for two years.

IN THE COURTS.—At Newport, Mon., on January 21, Francis T. A. Dewitt and Edward Bremens, ships' officers, were each fined £50 for having handled 12 lb. of saccharin with intent to defraud the Customs; each defendant was also ordered to pay £5 4s. costs.—In Bloomsbury County Court, London, recently, the Pharmaceutical Society of Great Britain obtained judgment in the sum of £1 11s. 6d. against Mr. Reginald M. Bentley, chemist and druggist, Fernhead Road, N.W.8, together with an order for the return of his membership certificate.—At Bellingham Police Court, recently, the Northern Agricultural Co-operative Society, Ltd., were fined 20s. on each of three summonses, with costs, for breaches of the Pharmacy Act, 1868, in respect of sales of sheep dips.—At the same Court, the Otterburn Co-operative Society, Ltd., and Michael J. Young, grocer, Bellingham, were each fined 20s. for having sold disinfectant not duly labelled.

Scottish News

Brevities

Mr. James McNaughton, chemist and druggist, has retired from the firm of McNaughton and Buick, chemists, Port Glasgow.

The annual whist drive and dance of the Aberdeen Pharmaceutical Association will be held in the Caledonian Hotel on February 11; tickets may be had from Mr. W. T. Elder, chemist and druggist, George Street.

The Dundee School of Pharmacy Former Students' Association was formed at a meeting held on January 24. The objects of the Association are to keep former students in touch with the school and with each other, to organise the annual reunion and such other meetings throughout the year as are advisable, and to form a bureau of information regarding business appointments and vacancies. Applications for membership should be sent to the secretary, Miss Fyffe, 140 Albert Street, Dundee. Annual subscription, 2s.

Irish News

Pharmaceutical Society of Ireland

The registrar wishes to direct the attention of chemists to the fact that the regulations for the Preliminary examination have been changed, and that copies of the amended regulations can be had on application. The next Preliminary examination will be held on Wednesday and Thursday, April 1 and 2.

Brevities

At the annual dinner of Londonderry Burns Club the name of Mr. John Maxwell, Ph.C. (a vice-president of the Club), was mentioned in connection with Dr. Maxwell, who attended Burns in his last illness.

The official returns just to hand show that medicines and medicinal preparations valued at £29,428 were imported into the Irish Free State during November last, bringing up the total for the first eleven months of 1930 to £320,305, against 327,030 in the corresponding period of 1929.

Belfast

The sole rights and interests in the Garfadene Remedy Co., 7 Donegall Square North, have been purchased by Mr. A. W. Mann, Ph.C., of the same address.

Mr. H. Toppin, R.M., delivered judgment, recently, in the case in which James McShane had been charged with having sold to the prejudice of the purchaser, an inspector, pepper which had been certified by the public analyst to contain 75 per cent. of ground rice. His worship said the question in the case was not whether McShane was attempting to defraud by passing off an adulterated article on him, but whether the purchaser was told in substance that the thing which he was getting was not the thing he asked for, and whether by telling him that the stuff was a compound McShane was giving sufficient information. The Court found as facts that the vendor, before the sale had been completed, made it known to the purchaser that the article was not what the latter originally demanded. The case would be dismissed.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, February 2

Royal Society of Arts, John Street, Adelphi, London, W.C.2. at 8 p.m. Cantor lecture. Dr. L. C. Martin on "Some Modern Developments in Microscopy," lecture II.

Wednesday, February 4

Dundee and East and Central Scottish Branch of the Pharmaceutical Society and Dundee Pharmacy Golf Club, Kidd's Rooms, Lindsay Street, at 6.30 p.m. Annual whist drive, supper and dance.

Thursday, February 5

East Anglian Federation of Pharmacists, Royal Hotel, Norwich, at 3 p.m. Quarterly meeting. Address by Mr. S. T. Stearn. Dinner at 6.30 p.m. Tickets, 5s., from Mr. J. Francis, Myraville, Mayfield Avenue, Norwich.

Sheffield Pharmaceutical and Chemical Society and Sheffield and District Branch, Royal Victoria Hotel. Dinner and dance. Reception 6.30 p.m., dinner 7 p.m.

Pharmaceutical Society of Northern Ireland

Council Meeting

THE monthly meeting of the Council was held on January 16 in the Society's rooms, Belfast, the president (Mr. S. S. Badger) in the chair. There were present also Messrs. James Dundee (vice-president), F. Storey, W. J. Hardy, H. Todd, A. C. McBride, W. S. Taylor, J. E. Connor, R. I. Edwards, J. F. Grimes, J. C. Culbert, S. Gibson, H. McRoberts and Professor Small. Mr. D. L. Kirkpatrick (secretary) was in attendance.

POISON-LICENCE REFUSED

Down County Council wrote that that body had refused an application from Newcastle for permission to sell agricultural and horticultural poisons.

FIVE YEARS' PERMISSION

Applications from Mrs. Moffett, 209-211 Crumlin Road, Belfast; Mrs. L. McMullan, 8 Church Street, Coleraine; Mrs. Orr, 23 English Street, Armagh; Mrs. Andrews, Newtown Hamilton; and Mrs. Johnston, Market Square, Lisburn, to continue the pharmacy or drug business carried on by their late husbands for a further period of five years were granted.

MEMBERS ELECTED

The following nominated candidates were elected members of the Society: James Kielty, Ballymena; Walter Brown Mullin, Newtownards; Thomas Cromie, Newry; John Joseph Murphy, Ballymena; George Edward McIlhagger, Belfast; James Joseph Mullan, Omagh; William Godfrey Taylor, Markethill; Alfred Moore Dougan, Belfast; and Maria Carson Todd, Knock, Belfast.

EDUCATION COMMITTEE

A long discussion took place on the following paragraph in the Education Committee's report:—

That this committee recommends the Council to appoint an ad hoc Educational Inquiry Committee, with power to call for necessary evidence on all or any matters connected with pharmaceutical education or qualifications.

Mr. GIBSON took exception to the statement that the Committee recommended the formation of this Committee. So far as he was concerned, he only agreed to the subject being sent on to the Council for discussion.

Mr. STOREY took a similar view.

Mr. CULBERT said the resolution was passed by the Committee *nem. con.* The object of the resolution was to go into all the different matters that had arisen and, he presumed, would crop up, such as changes in syllabus, etc. The Education Committee included members who received fees for conducting examinations, and that was why he proposed a new Committee.

Professor SMALL said the Council should now decide definitely whether its general education policy and procedure was to be guided by either the present Education Committee or by the Belfast Municipal College of Technology staff through certain members of the Council. He was the only examiner on the Committee, and considered the resolution reflected on him.

Mr. HARDY said he had heard many innuendoes against the Municipal College of Technology. A section of the Council wanted the examination transferred to the Queen's University. He had never criticised Queen's University adversely, as had been alleged, although he had criticised the pharmacy laboratory.

Mr. CULBERT said he had no motive except to see that all the students would get a fair chance.

Mr. McBRIDE said Professor Small was quite able to take care of himself. He was the only man at the inauguration of the Society who was able to tackle the education problem.

Mr. TODD was doubtful if they had power to set up this ad hoc committee. The duties of the Committees were all defined, but he would support the proposal if the Committee was to be a Subcommittee of the Education Committee. No reflection had been made on Professor Small as a teacher, but as an examiner it had been said he attached too much importance to botany, for which he might be excused He suggested that no member of the Council should be an examiner, and that the Pharmaceutical Society of Great Britain should be asked to nominate examiners for their examinations.

The PRESIDENT ruled that they could not appoint an ad hoc committee. They could appoint a Subcommittee of the Education Committee.

Mr. STOREY said he was strongly opposed to the suggestion that the British Society should nominate their examiners.

Mr. CULBERT said if Professor Small thought he should sit on the Committee he had no objection, and neither had he any objection to the Education Committee dealing with the matter.

Mr. McBRIDE said there was no need for another Committee.

The PRESIDENT said that the Education Committee had power to do all that was sought.

Mr. STOREY moved, and Dr. ACHESON seconded, that the entire reference to the matter in the report be deleted, and this was carried.

A DEPUTATION'S REPORTS

Reports were presented by the deputation which waited on the Sub-Technical Committee of Belfast Corporation regarding their letter to the Council on the subject of the examinations. Three reports were handed in—one signed by Mr. W. J. Hardy and Mr. James Dundee, one by the president, and one by Mr. Fred Storey.

Mr. McBRIDE took exception to a statement in the Hardy-Dundee report that there was room for the examinations in the Municipal College of Technology. There had not been room in his time as president, and he denied there had been any discourtesy to the College. The Technical College sent a discourteous letter to the Society.

Mr. CONNOR asked why they were discussing the matter at all. The deputation was sent to tell the Committee no discourtesy was meant in changing the examinations to Queen's University.

Mr. TODD thought all the members of the deputation would have signed a joint report.

Mr. DUNDEE said they had been unable to agree to a joint report. It would be against their own interests if they could not come to a real understanding with the Technical authorities.

Mr. HARDY said he did not object to the examinations going to Queen's. Although there might have been congestion at the beginning of the examinations, there was now ample accommodation at the Technical.

Mr. STOREY said he believed the whole business was exaggerated. He denied that there had been any discourtesy to the Technical College.

The SECRETARY made a long statement as to the conditions of the Technical in 1927, 1928 and 1929, alleging shortage of microscopes and want of certain accommodation.

Mr. HARDY said all those things had now been altered.

The PRESIDENT said he would be prepared to go back to the Technical, provided they withdrew their ultimatum. This letter was one that should never have been written by a rate-aided body.

After further discussion, Mr. GRIMES moved, and Mr. EDWARDS seconded, that the Council drop the matter. This was agreed to.

Legal Reports

Registers Irregularly Kept.—At Newtownards Petty Sessions, on January 22, proceedings were brought under the Dangerous Drugs Acts against Mr. Thomas Sandford, Ph.C., Conway Square, "that he, being a person authorised to supply drugs or preparations, did fail to enter in the register kept for the purpose particulars with respect to a certain drug obtained by him on divers dates between April 16, 1930, and December 17, 1930." Mr. Sandford was also summoned for failing to enter particulars of a drug supplied by him. Mr. V. Mills, LL.D., who appeared for the prosecution, produced a copy of the Pharmaceutical Society's Calendar containing the Acts and Regulations. Dr. Mills stated that when Mr. David Moffatt, the Home Office Pharmacy Inspector, visited the defendant's premises and inspected the dangerous drugs register, he found no entry of defendant having received any tincture of opium since April last, but up to that there were entries and the register had apparently been properly kept. Mr. Moffatt found through some wholesalers that the defendant had obtained over 17 lb. of tincture of opium. Mr. Moffatt placed the facts before the defendant, and he had to admit that he got it, but he could not give any satisfactory or definite explanation about it. He produced 10 oz. Mr. Moffatt gave evidence in accordance with counsel's opening statement. On various dates from May 29 to September 29, Thomas McMullan & Co., wholesale chemists, Belfast, supplied the defendant with 9 lb. 2 oz. of tincture of opium, according to their register; and according to the register of Shaw & Jamison, Ltd., wholesale chemists, Belfast, for the same period the defendant purchased 8 lb. Witness asked Mr. Sandford where it had gone, and the defendant replied that he sold it to doctors and veterinary surgeons and that he had used some in making up preparations. Witness asked him for the signed orders, and the defendant said he had them, but he could not put his hands on them. Mr. Sandford, giving evidence, said he had to admit not having his drugs entered from the date Mr. Moffatt said. He left the writing of that particular register in the hands of his book-keeper, together with the methylated spirits register, and he gave instructions that they should be written up as the purchases were made. For more than four months of the period referred to his book-keeper was ill and in hospital, and then on holidays, and unfortunately that work, like some other, was behind. His book was now in order, and his sales were also in order, and he now had the orders for the various amounts that were sold. It was Saturday when Mr. Moffatt called; he was moderately busy, and he could not place his hands on the orders just at the time. He had his poison-registers to show from May 5, 1900, and he left himself in the hands of the magistrates. District-Inspector Nevin said that since he came to the town he had always known Mr. Sandford to conduct his business in a proper manner. He was a member of the Town Council and a respectable member of the public.

Mr. Joseph H. Byers, Ph.C., was prosecuted in cases of a similar kind, regarding dates from May 7 to October 7. Dr. Mills said the summonses were almost precisely similar, but he did not allege that this case was anything like as bad as the other. Mr. Moffatt said that according to Messrs. McMullan's register the defendant got 1 lb. of tincture of opium on May 8, and on September 30 1 lb. 2 oz. Mr. Stewart (defending): According to my instructions, he never got 1 lb. at any time. Continuing, the witness said the defendant admitted it, and he produced about 12 oz. Mr. R. B. Abernethy, of Messrs. McMullan, proved that on May 8 Mr. Byers purchased 1 lb., and on September 30 1 lb. 2 oz. of tincture of opium. Mr. Stewart, for the defence, said that small quantities had been bought on different dates. His client had been for over thirty years in business, and he had a certificate from Dr. Park that he had been attending Mr. Byers for the past two years, and it had been necessary for him to use lead and opium lotion. He had been shown the amount he had purchased, and he did not think it was too much for his own use. He was pleading "Guilty" to the first summons, but the whole thing was got on the suggestion of the doctor. Mr. Byers, giving evidence, said there was nothing in the laudanum book, because he was not selling any, but was using it on himself. If it had been sold, he would have had it entered up. He still had 13 oz.

The stipendiary magistrate said in the case against Mr. Sandford for supplying, the magistrates thought there was gross carelessness in not having the register properly kept. It was for the safety of the whole community that the sale of poisons should be restricted and the books properly kept, and in fixing the penalties the magistrates hoped that would be a warning, not only to the defendants, but to others. On the summons for supplying, he would be fined £30 with £1 costs, and the summons for obtaining would be withdrawn. In the case for obtaining against Mr. Byers, he would be fined £5 with £1 costs, and the summons for supplying would be withdrawn. Mr. Sandford said it appeared to him a very serious decision for a technical offence, but he had no option but to accept the ruling of the magistrates. He asked for six months in which to pay the fine. The stipendiary magistrate said the Bench would grant three months, and if at the end of that period he could not pay, he could apply to the magistrates for a renewal of the time.

New Companies
and Company News

P.C. means Private Company and R.O. Registered Office.

JOHN T. AFFLECK, LTD. (P.C.).—Capital £500. Objects: To carry on the business of dispensing chemists and druggists, etc. The directors are: J. T. Affleck, Mrs. F. L. Affleck and W. Clarke. R.O.: 241 Tooley Street, S.E.1.

BOEHRINGER CORPORATION (LONDON), LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers, dealers, craftsmen and workers in connection with celluloid, galalith, vulcanite, xylonite, etc. The subscribers are: H. G. Warner and W. J. Boswell. Secretary: H. G. Warner.

H. E. DOUGHTY, LTD. (P.C.).—Capital £1,600. Objects: To acquire the business of a chemist and druggist as formerly carried on by the late J. Need at The Lygon Pharmacy, Malvern. The directors are: H. E. Doughty and Miss Catherine M. Doughty. Solicitors: Romney & Fraser, Malvern.

HOLROYD'S (CASH CHEMISTS), LTD. (P.C.).—Capital £200. Objects: To carry on the business of consulting, analytical, manufacturing, pharmaceutical and general chemists, etc. The subscribers are: L. Holroyd, 42 High Street, Pelsall, chemists' manager, Mrs. A. Holroyd and F. S. Marsden, Ph.C.

J. B. BARNES & SON (CAMDEN), LTD. (P.C.).—Capital £2,000. Objects: To carry on business as wholesale and retail chemists and druggists, etc. The subscribers are: L. R. Hayne, 205 Knightsbridge, S.W.7, chemist, and P. F. Money, 3 and 4 Clements Inn, Strand, W.C.2, clerk. Solicitors: Vivash Robinson & Co., 3/4, Clements Inn, W.C.2.

WM. DUFF & SON (1930), LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers, buyers, sellers, importers and exporters of, agents for and dealers in all kinds of goods, etc. The directors are: A. W. Shillan (director British Merchants Incorporated, Ltd., and S. Bowley & Son, Ltd.). H. W. Becker, H. A. Greenway, J. H. Ironmonger and C. A. Shillan. R.O.: 32 Lime Street, E.C.3.

TIMOTHY WHITES (1928), LTD., have declared an interim dividend of 5 per cent. on the deferred ordinary shares for the half-year ending January 31.

OSMOS SALTS, LTD.—At a meeting held on January 13, it was resolved that this company be wound up voluntarily. Mr. T. Frame Miller was appointed liquidator.

YEASTPIRIN, LTD.—At a meeting held in London on January 15 it was resolved that this company be wound up voluntarily. Mr. J. C. Burleigh, 71 Queen Street, London, E.C.4, was appointed liquidator.

CROSSPOOL PHARMACY, LTD.—At a meeting held at Sheffield on January 2, it was resolved that this company be wound up voluntarily. Mr. J. Hancock, 57 Surrey Street, Sheffield, was appointed liquidator.

SPENCER, CHEMISTS (RANGOON), LTD., is the name of a new concern which has lately been formed at 121 Sule Pagoda Road, Rangoon, Burma, with a capital of 500,000 rupees to carry on the business of chemists and druggists.

LONDON SPICE TRADE ASSOCIATION has been registered as a company limited by guarantee, without share capital, to establish uniformity in commercial usages in the trade in spices and Eastern and other produce, especially with regard to forms of contract, bills of lading, policies of insurance, etc.

A MILLAR & CO., LTD., Dublin.—The net profit to October 31, 1930, including £6,995 (against £6,938) brought forward, was £13,371 (against £13,370). A dividend of 3 per cent. has been declared on the ordinary shares, being the same as in the preceding year, and £6,996 is carried forward. At the annual general meeting held on January 16 the report was unanimously adopted.

ANGLO-GERMAN PHARMACEUTICAL PRODUCTS CORPORATION, LTD.—In the Companies' Court, on January 19, Mr. Justice Maugham made an order for the compulsory winding-up of Anglo-German Pharmaceutical Products Corporation, Ltd., on the petition of Charles Pearson & Son, Ltd., printers, of Mansell Street, Aldgate, E. Mr. Cecil Turner, for the petitioners, said they were creditors for £177. A receiver for the debenture holders had been appointed, and there was no opposition to this petition.

FAIRY DYES, LTD.—The profits improved from £20,356 to £22,070 in the year to November 30. A participating dividend of 2½ per cent. is to be paid on the Preference shares, making a total of 10 per cent., while the Ordinary receive 12½ per cent. for the year. These payments are unchanged. In the preceding year £2,750 was written off preliminary expenses, and this item is now extinguished by appropriating a similar sum. A reserve is inaugurated with a transfer of £5,000, the forward balance being £1,930, against £3,520.

TAYLORS (CASH CHEMISTS), LONDON, LTD.—The second ordinary general meeting was held at the Hotel Victoria, W.C., on January 23. Mr. Philip E. Hill (the chairman), who presided, said: The profits for the year amount to £50,396 12s. 1d. The result is distinctly disappointing. Your directors had hoped that, with the completion of their central depot and general reorganisation, considerably increased profits would have been earned. Unfortunately, the prevailing trade depression has prevented us accomplishing the results we had hoped for. Ours being a new company, we are not as well equipped as more established concerns to face bad times, but our business is fundamentally sound, and on trading conditions returning to normal we have no doubt that satisfactory profits will be earned. On the other hand, we must not overlook the fact that at the moment the outlook is not encouraging, and it is quite possible that before normal conditions again prevail we may have still greater periods of depression to pass through. I am sorry that I am unable to be more enthusiastic, but facts are facts, and it is much better that we should know them and make up our minds to do the best we can under the prevailing conditions and to effect every possible economy. The report (*C. & D.*, January 17, p. 63) and accounts were unanimously adopted.

WILLIAM JOHN CATT.—In further reference to the meeting of creditors (*C. & D.*, January 24, p. 88) we are informed by Powell, Skues & Graham Smith, solicitors, 34 Essex Street, W.C.2, that Mr. Catt purchased the business at 7A St. George's Circus from Mr. Holt Green on April 19, 1926 (at which date it was a prosperous branch of Mr. Holt Green's business), and the purchase agreement only entitled Mr. Catt to use the name of Holt Green & Co. in connection with the business for a period of six months from that date.

Meeting of Creditors

Re Haden Beecher Ward, 572 Hessle Road, and 7 Porter Street, both Kingston-upon-Hull, chemist. The first meeting of creditors was held on January 14, at the Official Receiver's Office, 37 Scale Lane, Hull, when a statement of affairs was submitted which disclosed liabilities of £3,337 7s., against assets estimated to produce £805 16s. 3d., thus showing a deficiency of £2,531 10s. 9d. The debtor attributed his failure to "loss of about £1,000 on the purchase and re-sale of premises at 821 Hessle Road; loss of about £100 in my late business at 1 Prestongate, Hessle; loss of about £600 in a drysalter's business carried on in 1921 and 1922; loss of discounts owing to want of capital; law costs of suing creditors; legal expenses in respect of the purchase of real property; and payment of much more income tax than I was really liable for." Mr. W. B. Hall, C.A., of Silver Street, Hull, was appointed to act as trustee, with a committee of inspection. The following are creditors:—Cupal, Ltd., £12; County Perfumery Co., £10; Evans Sons Lescher & Webb, Ltd., £16; Ensign, Ltd., £16; Heppells, Ltd., £26; Imperial Dry Plate Co., Ltd., £10; Lofthouse & Saltmer, Ltd., £401; Potter & Clarke, Ltd., £28; Toogood, William, Ltd., £20; White & Son, R., £14; Zenobia, Ltd., £16.

Deed of Assignment

J. P. Thomas, 288 Upper Street, Islington, London, N.1, chemist.—The creditors interested were called together recently at 14 Old Jewry Chambers, London, E.C.2, when the chair was occupied by Mr. Albert Willmott, who stated that the liabilities amounted to £1,019 11s. 7d., of which £749 11s. 7d. was due to the trade. The assets consisted of cash in hand, £5 1s. 6d.; cash at bank, £4 6s.; stock estimated at £800; fixtures and fittings, valued at £100; and book debts, £44; making total assets of £953 7s. 6d.; net, £912 2s. 6d. The business was taken over by the debtor on January 1, 1929. The purchase price was £1,100, payable as to £700 down and the balance by instalments. The debtor had £700 capital of his own, and at that time the stock stood at £400, and the fixtures and fittings were agreed at £300, so that the balance of £400 was in respect of goodwill. It appeared that the turnover for 1929 was about £1,980, and the sales for the first ten months of this year were £1,700. It was stated that until early this year the debtor had been drawing £5 weekly, but latterly had drawn a much smaller amount, and the overhead expenses had been reduced to a minimum. The present position was attributed to the shop being overstocked and to severe illness. A resolution was passed confirming the deed of assignment executed in favour of Mr. Wilmott as trustee, and a committee of inspection was appointed.

Gazette

Bankruptcy Acts

RECEIVING ORDER AND ADJUDICATION

BUCHANAN, J., 22 Yews Hill Road, Lockwood, Huddersfield, York, and 3A Blackmoorfoot Road, Crosland Moor, Huddersfield, pharmacy proprietor.

ADJUDICATION

FENWICK, T. H., "Brynheulog," London Road, Rainham, Kent, chemist and dentist.

Festivities

Western Revels

In the spacious atmosphere of the Grand Hall, Portman Rooms, Baker Street, London, W.1, the Western Pharmacists' Association had their annual dance on January 22. The company received by the president (Mr. T. Morley Taylor) and Mrs. Morley Taylor numbered well over 100. In the course of the evening the president of the Pharmaceutical Society (Mr. A. R. Melhuish), himself a former president of the Western, came along, and with him Mrs. Melhuish and their daughter Joan—likewise a pharmacist. The dancers included Mr. and Mrs. C. A. Noble, Miss Dora Noble, Mr. Harry Martin, Mr. and Mrs. William Chalmers, Mr. Alan Umney, Mr. W. B. Falding, Mr. and Mrs. Royle, Miss Dennis Hayes, Mr. and Mrs. McBride and Mr. Gwilym Thomas (social secretary). Under the skilful direction of that accomplished M.C., Mr. B. W. Wilkinson, everything went with a swing.

"Let Us Join the Ladies"

When the ladies represent the National Association of Women Pharmacists there is never much difficulty about securing attendance. History repeated itself again at the New Year dance of the N.A.W.P., which was held as usual in the picture-decorated Suffolk Galleries, Suffolk Street, London, S.W.1, on January 15. Between 130 and 140 tickets had been disposed of, according to Miss E. Hodgkinson, the secretary, and it was evident that nearly all the ticket-holders had turned up. Several, alas! like the much-missed Mrs. Irvine and Mrs. Melhuish, were confined to bedrooms by severe colds. Parliament was represented by Mr. William Bennett (the pharmacist M.P.), and the president of the Association (Miss Sproule) had official support in the presence of Mrs. Freke, Mr. Beardsley (with Mrs. Beardsley) and Mr. Herbert Skinner. From the Western Association came Mr. W. B. Falding (while Mr. B. W. Wilkinson and Mr. George Tocher dropped in after disposing of the Pharmacy Bill at a committee meeting). There were also Mr. R. W. Lindsey (president of the Guild of Public Pharmacists), Mr. R. Fouracre, Mr. and Mrs. Abbott, Mr. John Abbott, Mr. and Mrs. William Chalmers, Miss Dennis Hayes, and a bevy of N.W.P.A. members. To the anxious and efficient devotion of Miss Hodgkinson, Miss Sproule, the committee generally, and last (but by no means least) Mr. Peter Irvine, the evergenial M.C., must be attributed one of the most successful of these jolly functions.

Manchester Masonic Function

The second ladies' evening of the present season of the Manchester and District Pharmaceutical Masonic Association was held on January 14. Between sixty and seventy guests were received by the chairman (Bro. W. J. McCutcheon) and Mrs. McCutcheon. After the loyal toast had been honoured, the following toasts were given:—"The Chairman" by Bro. H. Bellringer, "The Ladies" by Bro. A. Newton, "The Visitors" by Mrs. T. L. Bennett, and the replies by Bro. W. J. McCutcheon, Mrs. McCutcheon, and Bro. Belshaw. A telegram was sent expressing New Year greetings and best wishes to the Manchester Pharmaceutical Association, who were holding a similar function, and was heartily reciprocated. The chief event of the evening was the presentation of a Jacobean clock from the members and ladies to Bro. A. Newton. Bro. A. McCutcheon, on making the presentation, said that Bro. Newton was mainly instrumental in the formation of the Association. Bro. Newton, in his reply, was particularly appreciative that his wife was associated in this unexpected honour. The prize-winners at whist were:—*Ladies*, (1) Mrs. H. Woodhead; (2) Mrs. A. H. Lyons; special prizes, Mrs. Peace, Mrs. Hummel, Mrs. Smiley and Mrs. J. Bridgford. *Gentlemen*, (1) Bro. H. Woodhead; (2) Bro. A. Newton.

Association Meetings

Hartlepools.—A meeting of the Hartlepools and District Pharmacists' Association was held on January 21 to discuss the Pharmacy and Poisons Bill and the Society's amendments. The chairman (Mr. W. O. Richardson) introduced Mr. G. C. Crummack (secretary of the Leeds Branch), who gave an instructive address on the two Bills. The meeting was thrown open, and a discussion took place. Summing up the discussion, the chairman said that it seemed clear that in the opinion of all present the Bill, as it stood, was unacceptable, but that the Society's amended Bill—although in the opinion of some present it did not go far enough—would be a far more acceptable measure. The following resolution was carried unanimously:—"That this meeting supports the Society in their amendments to the draft Bill, and further urges the Society to recommend that the business of a body corporate, in so far as it relates to keeping, retailing, dispensing and compounding of medicines, be under the control of a managing director, who shall be a pharmacist, and every department or branch shall be under the control of a manager who shall be a pharmacist, and also urges the Society to insist on the retention of the legal right to the title 'chemist.'" Mr. Crummack was heartily thanked for his address.

Liverpool. — A meeting of the Liverpool Chemists' Association was held on January 21, Mr. L. Moreton Parry (president) in the chair. The secretary (Mr. John Rae) submitted his report, and remarked that for the first time in the history of the city, a pharmacist, in the person of Mr. Edwin Thompson, had been elected to the position of Lord Mayor. The report, together with that of the treasurer (Mr. M. S. Hughes), was adopted. The secretary and treasurer were unanimously re-elected, together with Mr. J. L. Hirst (vice-president), and the retiring twelve members of the Council. In asking Mr. E. Saville Peck (a member of the Society's Council) to deliver an address on *The Pharmacy and Poisons Bill*, the president paid a tribute to Mr. Peck's work on behalf of pharmacy. Mr. Peck remarked that the Bill was not, in the first instance, of their choosing. The outcome of the careful study of the various interests involved had been the Bill as now amended. The proposals in the amended Bill would have the effect of enlarging the responsibility of the qualified pharmacist. Even in the case of small cottage hospitals, a pharmaceutical chemist would have to be asked to attend daily. As to wholesale laboratories, the work there would have to be undertaken by qualified chemists. As to the regulations of the number of apprentices, he was one of those who considered that the present regulations, with perhaps a little strengthening, would be sufficient. When the Bill came into operation they should make a presentment in regard to the four additional members to be appointed to the Poisons Board. He had sometimes thought the provisions of the Dangerous Drugs Act would have been more carefully carried out if the inspection had been made by pharmacists. The Council had done everything possible to harmonise all conflicting interests. Concluding his address, Mr. Peck read a communication from the secretary of the Retail Pharmacists' Union protesting against the proposal to give power to impose a fee of £2 for personal registration and £3 per shop. He pointed out that the increased fees proposed were maxima and need not necessarily be imposed. Mr. Clubb said that the object of the R.P.U. was to protect the retail chemist. He proposed as an amendment to the Bill that the fee to be charged be limited to £2 per shop. This amendment was seconded by Mr. Boydel and supported by Mr. H. Lomax. Mr. Tristram considered that the amended Bill was a great step forward. Mr. Peck replied that the Council were trying to make the best of a bad job, and that pharmacists generally would be better off if the Bill as amended was passed. The amendment proposed by Mr. Clubb was rejected, only three voting for it. Mr. Peck was cordially thanked for his address.

Pharmaceutical Society
of Great Britain
Examination Results

THE following are the results of the examinations held in Edinburgh during January:—

—	No.	Preliminary Scientific				Chemist and Druggist Qualifying			
		Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for Prelim. Sc. exam. ..	70	—	39	18	13	—	—	—	—
Referred subject in Prelim. Sc. exam. ..	44	—	—	15	29	—	—	—	—
Entered for C. and D. exam.	81	—	—	—	—	2	32	21	26
Referred subject in C. and D. exam. ..	40	—	—	—	—	—	—	3	37
	235	—	39	33	42	2	32	24	63

Referred in one subject:—Botany, 12; chemistry, 12; physics, 9; pharmacognosy, 3; pharmacy, 12; pharmaceutical chemistry, 7; forensic pharmacy, 2; total, 57.

CHEMIST AND DRUGGIST QUALIFYING EXAMINATION

The following, having satisfied the examiners in this examination, have been registered as chemists and druggists:—

Adams, H., Girvan
Akrigg, Grace A., Barnoldswick
Allen, M. H., York
Armistead, H. G., Brierfield
Bamber, R., Leigh
Barclay Margaret Y., Glasgow
Barrow, J. R., South Shields
Bertram, Agnes M., Edinburgh
Blackwell, A., Sheffield
Boland, Mary, Burnopfield
Buchanan, A. F., Airdrie
Carmichael, W. C., Glasgow
Chisholm, Eliz. E., Durham
Clegg, J., Fleetwod
Cook, D. H., Glasgow
Cunningham, T. B., Carnoustie
Dyer, A., Lytham
Edward, W. V., Forfar
Elcock, N., Bradford
Evans, W. N., Patricroft
Findlay, Eliz. S., Stranraer
Fullarton, A. C., Gourock
Garton, H., Barnsley
Geddes, R., Glasgow
Graham, J., Langholm
Greenall, G., Emley
Heyes, L. C., Wigan
Hicks, J. H., Rothesay
Hudson, Joan, Prestatyn
Jack, Margt. M. S., Kirriemuir
Jamieson, J. C., North Shields
Johnson, G. T., Glasgow
Jones, J. E., Shotton
Jones, Rhoda, Colwyn Bay
Keeley, J., Blackpool
Le May, A. H., Paisley
Ley, J. S., Renfrew
Lieberman, Rachel, Leeds
Margerison, H., Blackburn
Marr, L., Manchester
Overend, A., Bradford
Page, W. C., Hull
Parry, O. E., Bangor
Pollock, R., Paisley
Preston, T. F., Glasgow
Pritchard, D. F. B., Aberdeen
Reilly, W. C., Glasgow
Rennie, J., Tullibody
Robinson, H. K., Keighley
Ross, J., Inverness
Russell, J. O., Edinburgh
Smith, T. S., Wallsend/Tyne
Stapleton, Edith L., Liverpool
Stebbing, W. M., Ratho
Stewart, W. M., Paisley
Stonefield, J., Leeds
Tennant, Aileen S., South Shields
Ward, J., Brighouse, Yorkshire
Watt, J., Glasgow
Wells, H. S., Leeds
Whitelaw, R. W., Neilston
Whiteside, J. M., Bridlington
Wickham, J. A., Leith

Delegates' Meeting

A meeting of delegates from the Society's branches was held at the Holborn Restaurant, London, W.C.2, on January 28, to discuss the Pharmacy and Poisons Bill. The president (Mr. A. R. Melhuish) took the chair shortly after 10 a.m., and after an interval for luncheon the session was resumed in the afternoon. The proceedings were private. The official list of delegates, which was approximately complete at the time of going to press, comprised 230 names. At the end of the discussion it was resolved unanimously:—

That this Conference of delegates of the branches of the Society is in agreement with the principles embodied in draft Bill "B," and supports the Council in its endeavours to secure the necessary amendments in the Bill now before the House of Lords. It regards the amendments relating to dispensing in shops and to the limitation of the poisons which may be put in Part 2 of the Poisons List as of the first importance, and considers that the Council should press the Government strongly for satisfactory assurances on these two points.

On the motion of Mr. F. W. Gamble, seconded by Mr. C. Simpson, an enthusiastic vote of thanks was awarded to the president for the masterly manner in which he had conducted the meeting.

Branch Meetings

Manchester.—A meeting of the Manchester, Salford and District Branch of the Pharmaceutical Society was held on January 21, Mr. E. H. Simmons in the chair. The chairman made sympathetic reference to the deaths of Mr. Alfred Hershberg and Mr. A. J. Pidd, and a vote of sympathy was passed in silence. Mr. Simmons said he was pleased to see such a representative gathering, and he had pleasure in welcoming Mr. F. Gladstone Hines (vice-president of the Society), who would explain the Pharmacy and Poisons Bill and the Society's amendments. Mr. Hines said the principle behind the work of the Departmental Committee was to create a new non-elective authority described as the Poisons Board. He was of the opinion that the Board would bring about decided improvements. He looked for their unstinted support, and trusted that they would get this Bill through Parliament, as he was convinced it would be to the benefit of pharmacy. An animated discussion followed, and questions were asked by Messrs. Cleworth, Edwards, Newby, Grier, Franklin, Abrahams, Blackburn and others. Mr. J. H. Franklin proposed, and Mr. J. Cleworth seconded, the following resolution, which was carried unanimously:—"That this meeting of members of the Manchester and District Branch of the Pharmaceutical Society expresses its confidence in the work of the Council of the Pharmaceutical Society of Great Britain and pledges itself to support them in their efforts to amend the Pharmacy Bill, so that it may be made an instrument for the benefit of every practising pharmacist."

Somerset.—A meeting of the Somerset Branch of the Pharmaceutical Society was held on January 22, Mr. Walter Deacon (president of the Branch and a member of the Society's Council) in the chair. The meeting was mainly devoted to consideration of the Pharmacy and Poisons Bill and the Society's amendments. The chairman gave an account of what led up to the draft Bill, and followed this with an analysis of its salient features. He then gave a lucid explanation of the Council's amendments, and showed the reasons for many items which were not apparent at first glance. A discussion took place in which Messrs. Hutchin, Maunder, Varley, Jordan, Williams, Mitchell, Green, Foster, Widgery and Orchard took part. The following resolution was carried unanimously:—"That the Somerset Branch of the Pharmaceutical Society accepts the Pharmacy and Poisons Bill as prepared by the Council of the Pharmaceutical Society in its entirety, and instructs its delegates to the Conference to vote accordingly." It was decided to arrange a dinner in honour of Mr. Deacon.

The Business Side of Pharmacy

By ERNEST C. CRIPPS

V—How to Make Profits (1)

BEFORE starting upon the subject I want, in a very few words, to recapitulate what I have said in the four preceding lectures. In Lecture 1 I tried to show how pharmacy has evolved from the simple to the complex, and how to-day, there are opportunities for making money in the calling not known to the pharmacists of bygone generations. In Lecture 2 I outlined the various systems that should be in force in every well-conducted pharmacy, and also gave some examples of the working of certain regulations affecting the pharmacist. You will remember that we considered some aspects of contracts. Lecture 3 dealt with book-keeping, and Lecture 4 with the opening of a pharmacy and the starting of the young pharmacist in business for himself.

The One Thing Needful

But unless you have some idea of what profits are and how they are made, all that I have told you is of little use to you. You may have a well-stocked pharmacy with a double-entry system of book-keeping worked by a chartered accountant, but unless you can make profits, these are of little avail. The one thing needful at this stage of your business career is to grasp the basic principles of profit making.

I think we may safely conclude that, generally, pharmacists who were in business before the great war did not devote that attention to the principles that underlie profit making that they do, or perhaps I had better say that they should do, to-day. Goods sold in pre-war days did not fluctuate very greatly in price; certainly there were not the sudden rises and falls in drugs that have been so frequent during the past ten years. The opinion was usually held and acted upon that a profit margin of so many pence in the shilling, depending upon the kind of article sold, was sufficient to cover expenses and yield something over to live upon. That a living was made was in many cases due more to luck than judgment.

Then came the upheaval of the war, bringing in due time tremendous increases in the prices, not only of everything sold by the pharmacist, but of practically all other commodities used by him and his family. Prices of drugs, proprietaries, photographic and optical goods were gradually rising; old methods of pricing were becoming obsolete. The expense of living was increasing, and the pharmacist with other traders was forced to put up his prices. To his credit it can be said that he did this only when he was obliged to do so; so far as one's experience went, there was little exploitation of his customers by him.

The Profiteering Act

And then came the Profiteering Act. It would be an education for all here to turn up the files of THE CHEMIST AND DRUGGIST or any pharmaceutical paper for the years immediately following the war, to get an idea of the treatment meted out to pharmacists as well as to other traders who were accused of asking of their customers prices which were considered to be in the nature of profiteering. Any customer who considered that he or she had been charged too much for an article could lodge a complaint against the seller, and this would be considered at a meeting of the local Profiteering Committee. Thus in November 1919 a certain lady complained that her chemist had charged her 8½d. for a 2-oz. packet of gauze tissue: she said the price was excessive. The chemist, in evidence, said that the gauze cost him 5d. per packet, and it was priced by his assistant, in his absence, at 8½d.; he himself considered that 7½d. was sufficient, which would give a profit of 33⅓ per cent. It was agreed by members of the committee that this margin was not unreasonable when higher establishment charges and wages were considered. In the end the chemist was ordered to refund one penny to his customer, and the matter was referred to the general committee for their decision as to whether legal proceedings should be instituted against him.

Such cases as these were reported every week; this one is mentioned in some detail so as to give you the right background in considering this subject, because out of such complaints and prosecutions arose the determination on the part of certain pharmacists to get down to bed-rock and investigate the whole subject to an extent which had apparently not been done before, at any rate so far as retail pharmacy was concerned.

A Chemist's Costing System

In December 1919 there appeared in the trade papers the report of the North London Pharmaceutical Association upon the need of a costing system for chemists; and although this report is now eleven years old, it contains information as valuable to-day as then; in any case, the principles enumerated are sound and are not affected by the passing of the years.

One of the objects of any costing system, so far as pharmacy is concerned, is to find out as accurately as possible the cost of any article when all charges, *plus* material, have been estimated. It should reveal the value of the various departments in a chemist's shop; it should take into account maintenance charges, labour required for cleaning, errands, etc., and productive labour of the salesman or the dispenser, in order to complete the transaction. It is obvious that there are more ways than one of arriving at the conclusion desired, and in the first place the committee decided to divide the average pharmacy into five groupings or departments. These are:—

(1) Dispensing	(4) Sundries
(2) Drugs	(5) Proprietary articles
(3) Own proprietaries	(*a*) Toilet; (*b*) medicinal stamped; (*c*) foods.

Maintenance charges.

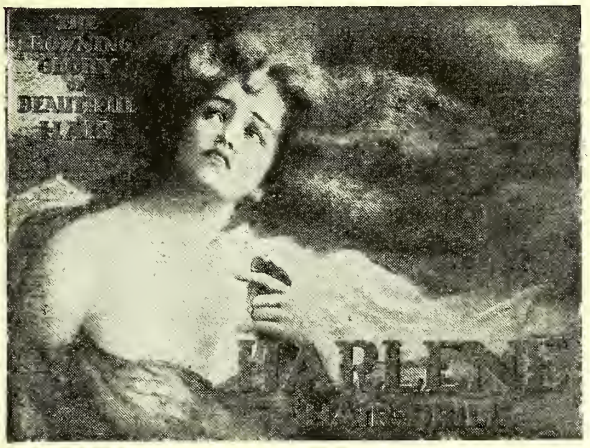
It is essential also to find out what are the overhead or maintenance charges, and it was decided that these should be based upon a standard rental of £100 and that the working hours of the pharmacist, inclusive of Sunday attendances, should be regarded as 3,000 per annum. These overheads should include:—Rent; rates (poor, general, water); lighting; insurance; sundry costs (including paper, labels, corks and string); telephone; depreciation of stock and wastage; postage, stationery and cheques; interest on stock; interest on current account. These should be reduced to unit per hour. In the standard type of business referred to this works out at 31.1d. for overheads. To this they added 5.6d. per hour for unproductive labour, such as cleaning and other services, making a total of 36.7d. per hour.

The above calculations do not include any remuneration for the pharmacist himself, and this must be added to the overhead charges before we can find the unit cost per hour of our standard business. To quote a flat rate per hour was not considered satisfactory. The committee considered that the pharmacist was, primarily, a dispenser of medicines, and they decided to adopt the dispensing unit as the best one. I have not the time to go into all the details governing their decision, but the members of the committee finally came to the conclusion that in our standard business 5s. per hour would be required for the services of two persons, basing their estimation upon the whole-time service of one person for dispensing at 3s. 6d. per hour and the part-time service of another person. The final cost per hour worked out, in round figures, at 100 pence.

(*To be continued.*)

Trade Notes

A NEW HARLENE SHOWCARD.—Edwards' Harlene, Ltd., 20 Lamb's Conduit Street, London, W.C., are issuing an artistic showcard (19½ in. by 14½ in.), a



photographic reproduction of which is shown above. A showcard will be sent only to chemists who write for one, as the supply is limited.

EPSONIA, a remedy for stomachic ailments, is obtainable from Sherwood Chemical Co., 19 Sackville Street, London, W.1.

EGG PRESERVATIVE.—Garantol Co., Ltd., Shirley Road, Nottingham, elsewhere in this issue draw attention to the advantages of Garantol over waterglass for preserving eggs.

ROBOLEINE.—Oppenheimer, Son & Co., Ltd., Handforth Laboratories, Clapham Road, London, S.W.9, are allowing, from February 1, special discounts on certain orders sent direct.

A PROFITABLE SPRING LINE.—Goodall, Backhouse & Co., manufacturing chemists, Leeds, who specialise in, among other things, the packing of waterglass, will send specimen packs on application.

A SERIES OF TOILET PREPARATIONS for retailing at sixpence is offered by Francis Newbery & Sons, Ltd., Charterhouse Square, London, E.C.1. Known as the Nubrian, the series comprises brilliantine, bay rum, bay rum and cantharides, toilet paraffin, honey and flowers, violet oil, jaborandi hair tonic, glycerin and cucumber, sunburn lotion, lime cream, and glycerin and rose water. They are well and attractively packed, e.g., a waxed disc is placed under and over the cork, which is nicely capped. The bottles are sent out wrapped in tissue paper, and each dozen is enclosed in a corrugated outer, while special prices will be quoted for quantities. If requested an appropriately worded showcard is sent with all orders.

PHARMACEUTICAL LANOLINE CO., 7 Carnwath Road, Fulham, London, S.W.6, inform us that their telephone number given in the Trade Directory of the *C. & D. Diary* should read: Fulham 1194.

GENOZO.—Genatosan, Ltd., Loughborough, state that there is to be increased advertising of Genozo tooth paste, a preparation the sale of which is confined to chemists. Show material will be sent on request.

WIGGLESWORTH, LTD., manufacturing chemists, Westhoughton, Lancs, are makers of glycerin and thymol jubes. This is one of the company's new lines which is likely to be in good demand during the next few months.

ATTENTION is called to the advertisements printed in colours in this issue, where will be found announcements by the following:—Butler & Crispe, 80 Clerkenwell Road, London, E.C.1; J. W. Lightbown & Sons, Ltd., Accrington; Potter & Clarke, Ltd., 60 Artillery Lane, London, E.1; Stafford Allen & Sons, Ltd., Cowper Street, London, E.C.2.

SOIR DE PARIS DEVELOPMENTS.—A. Bourjois et Cie, Ltd., 4 Water Lane, London, E.C.4, are offering their popular Soir de Paris perfume in vanity bag size bottles. Writing in regard to this development, Messrs. Bourjois state: "In presenting this miniature we are confident that we are preparing a sweeping triumph—a gigantic mass sale. The dainty bottle of the latest French perfume in its beautiful pack is to sell at the popular price of 1s. 3d. This charming blue bottle, the silver metal label and the sprinkler top are all refinements of finish which have never before been associated with such a low price. . . ." One dozen bottles are packed in an attractive display case. It is also announced that the Soir de Paris face powder is to be reduced in price from February 1, and that a big advertising campaign regarding these products is to commence shortly.

Personalities

MR. H. RILEY is representing Roger & Gallet (London), Ltd., in certain of the Eastern and Midland counties.

MR. JOHN KEALL, chemist and druggist, treasurer of the Pharmaceutical Society, has been elected chairman of the Putney, Wandsworth and District Chamber of Commerce.

BRO. JAMES GEE, chemist and druggist, Southport, was installed W.M. of the Southport Emulation Lodge, No. 3675, by W. Bro. W. H. Smith, chemist and druggist, on January 22. The lodge meeting was attended by several connected with the drug trade.

DR. HENRY S. WELLCOME received the honorary freedom of the Society of Apothecaries of London, on January 27. In presenting Dr. Wellcome for the freedom, Professor W. E. Dixon referred to the benefactions conferred on this and other countries through the Wellcome research laboratories.

AT the installation of St. James' Lodge, 1579, Bro. Harold Harrie (Twickenham) was installed Master. W. Bro. William H. Grayson, P.M., P.P.A.G.D.C., assisted in the ceremony, and among a large gathering of visitors pharmacy was represented by W. Bro. E. P. Squires, P.P.G.S. Sussex, W. Bro. A. W. Hockin (Brighton), W. Bro. C. E. Beveridge (Gillingham), Brothers R. S. Gollop (Plymouth), W. Wigglesworth (Slough), L. A. Garratt and J. Cundell (C. R. Harker, Stagg & Morgan, Ltd.).

Births

Notices for insertion in this column must be properly authenticated.

TREW.—On January 18, Marion Helen (*née* Bray), the wife of E. W. Trew, chemist and druggist, Bristol Dispensary, Bristol, of a daughter.

Marriages

HATTEN—PICKFORD.—At Penarth, recently, Jesse Thomas Hatten, chemist and druggist, to Violet Pickford.

MURRAY—ROXBURGH.—At Glasgow, on January 20, William Murray, chemist and druggist, Dumfries, to Jessie Irvine Roxburgh.

SLAVEN—MCGOWAN.—At the Church of the Sacred Heart, Glasgow, on January 8, James Slaven, chemist and druggist, to Frances Theresa McGowan.

Deaths

DOCTOR.—At Sunbury, recently, Mr. Charles Doctor, managing director of the Standard Yeast Co., Ltd., Church Street, Chiswick, London, W.4, aged fifty.

DUNN.—At Liverpool, on January 20, suddenly, Mr. George William Dunn, chemist and druggist, aged forty-four. During the recent war Mr. Dunn served as a dispenser in the Royal Army Medical Corps.

EDGE.—At Bolton, recently, Sir Knowles Edge, J.P., chairman of William Edge & Sons, Ltd., colour manufacturers, aged seventy-seven. Sir Knowles Edge, who was knighted in 1919, was the father of Sir William Edge, M.P.

EMERSON.—A Reuter telegram from Baltimore, U.S.A., announces the death of Capt. I. E. Emerson, manufacturer of Emerson's Bromo-Seltzer.

HARRISON.—At his residence, Eastgate, Sleaford, on January 17, Mr. Thomas Evison Harrison, retired chemist and druggist, aged eighty-three. Mr. Harrison served his apprenticeship at Lincoln, and established his own business in Northgate, Sleaford, in 1873, retiring in 1909. He served for some years on the local Board of Guardians.

HOGG.—At the Royal Nursing Home, Cheltenham, on January 20, after an operation, Mr. John Alexander Hogg, works chemist to the United Chemists' Association, Ltd., Cheltenham, aged sixty-five. Mr. Hogg was formerly with Burroughs Wellcome & Co., Dartford, Sharpe & Dohme, Baltimore, U.S.A., and Boots Pure Drug Co., Ltd., Nottingham. He joined the Ucal staff in 1923, and was greatly respected by all with whom he came in contact. Mr. Hogg is survived by a widow. At the funeral service, conducted at All Saints Church, Cheltenham, by the Rev Canon Johnson, the congregation included Councillor Harold Miller, managing director of United Chemists' Association, Ltd., Mr. C. H. Griffiths (director), Mr. P. J. Radford (secretary), and the following members of the local Branch of the Pharmaceutical Society:—Messrs. H. Burton Clark, B. W. Gregory, C. K. Gregory and C. James. The whole of the Ucal works staff and employees attended.

HOLLINS.—On January 21, after a prolonged illness, Mr. Joseph William Hollins. Mr. Hollins, who was born in York in 1869, entered the office of the York Glass Co. in early life, and later became one of their travellers. During the war he joined the staff of the Army and Navy Canteen Board. In 1921 he was invited to represent Beatson, Clark & Co., Ltd., glass manufacturers, Rotherham, with whom he remained until his retirement in 1928. Mr. Hollins, by his genial personality, made hosts of friends among his customers, and he will be long remembered by all who knew him. Mr. Hollins leaves a widow and a son. Many friends attended the interment, which took place in Heswall Churchyard on January 23, and among the floral tributes were those from the directors of Beatson, Clark & Co., Ltd.

HOWARD.—At Clitheroe, on January 22, Mr. Robert Howard, chemist and druggist, aged seventy-seven. Mr. Howard was in business for a long period at 32 Castle Street.

MCILLWAINE.—On January 21, Mr. Andrew McIllwaine, L.P.S.I., Warrenpoint, for many years in charge of the dispensing department of S. Connor & Sons, chemists, Newry. Mr. McIllwaine passed the Licence examination in 1879.

SHORTHOUSE.—Recently, Mr. Robert Edward Shorthouse, brother of Mr. H. S. Shorthouse, chemist and druggist, managing director of Philip Harris & Co. (1913), Ltd., chemists, 144 Edmund Street, Birmingham.

SWALLOW.—At Mount Vernon, New York, on December 1, 1930, Mr. Edward Swallow, Ph.C., aged seventy.

Wills

MR. CHARLES WOODFIELD COOKE, of 8 Birkenhead Road, Hoylake, Cheshire, chemist and druggist, who died on November 1 last, left estate of the gross value of £4,148 3s. 6d., with net personalty £1,086 4s. 8d.

MR. ERNEST MACKWORTH GEE, of Woodgate Park, The Down, Bexhill, chemist and druggist, who died on November 14 last, left £47,280 3s. 10d., with net personalty £43,779 10s. 3d. He gives £500, the household effects and £1,000 a year to his wife, £2,500 and a further £2,500 on the death of Mrs. Gee in trust for his daughter Vera Praed Gee, annuities of £50 each to his brothers, Alfred Gersham and his wife, and Herbert William and his wife, and his sister Elizabeth Praed Eason, and the residue of the property in trust for his son Eric Arnold and his children.

Business Changes

A. W. COLES, LTD., chemists, Okehampton, are opening new premises at 37 Fore Street.

MR. THOMAS REID, chemist and druggist, has acquired the business of the late Mr. David Reid, chemist and druggist, 23 Hopetoun Street, Bathgate.

MR. DUNCAN BADDON, chemist and druggist, and MR. ALEXANDER S. ROSS, chemist and druggist, have acquired the business of Miss K. G. McConnachie, chemist and druggist, Balkerach Street, Doune, and will trade as Ross & Co.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

T/211. Dr. Alexander Haig's Specific for Rhematoid Arthritis

C/141. Colone hair tonic

R/251. No. 427 eau de Cologne

H 281. Gold Seal Johann Maria Farina ean de Cologne "A.M. 11."

I/261. Jack Barton's Heelantoe Patents

S/271. Oil of Arnica (a proprietary, and not Oil of Arnica Montana)

W/201. Red Hill malt

H/171. Zit or Cit (a disinfectant used in hospitals)

Observations and Reflections

By Xrayser III

Registration Fees,

we are told, now constitute the only outstanding point of difference between the Pharmaceutical Society, as represented by its Council, and the R.P.U. Executive (*C. & D.*, January 24, p. 101). This surprises me, and it doubtless surprises others of your readers who had looked to the Union as a possible defender of those carrying on the business of a chemist and druggist against the operations of those in authority, who would have us tamely submit ourselves to increased bureaucratic control. Some of us had thought that the Union could be relied upon to take the lead in opposing some of the liberty-curtailing provisions in Parts 2 and 3 of the Government Bill, but apparently all of these are to be accepted along with the idea that it will be in future a function of the Union to defend us when charged with offences by the Society. We are reminded that offences against the Pharmacy Acts have hitherto been outside the benefits provided by the R.P.U., but the assurance is given that, following the multiplication of possible offences under the new Act, any further protection required by the chemist will be duly provided. This, of course, may be assumed to involve considerably increased future expenditure, and it is not difficult to see the force of the argument, implied if not expressed in the R.P.U. circular, that the more money the Society extracts from us for purposes of inspection and possible prosecution, the less there will be available for defence purposes. If, therefore, the cost of registration to the chemist can be appreciably reduced the prospect of the Union being able to secure adequate funds in future will be materially improved.

A New Protective Body

to safeguard the business interests of practising pharmacists is suggested by Mr. John Humphrey as a possibly necessary outcome of safeguarding organisation following the anticipated passing of the Pharmacy and Poisons Bill (p. 103). How will this fit into the scheme with the R.P.U. also acting as a defending agency? It seems to me that the Union as at present constituted does not appear likely to satisfy all future needs. On the other hand, the fact that the Union is facing the prospect of having to extend its benefits would appear to indicate that further reorganisation of the body is not out of the question, so that any necessity for setting up another protective body for chemists may not arise. It is significant, however, that we should be having serious thought directed to an anticipated weakening of the Pharmaceutical Society's chartered obligation to protect those who carry on the business of chemists and druggists, and to the provision of other means of protection.

Dispensing Accuracy

seems to be receiving much closer attention in connection with the supply of medicines to insured persons. Not that lack of care was ever common in dispensing, but there used to be a feeling that the right to exercise a certain discretion rested with the dispensing chemist of old, whereas literal interpretation of the prescription is now considered essential if trouble is to be avoided in National Health Insurance dispensing. This has led to a position where it is considered unfair to order medicaments of unstable nature in test prescriptions, as in a case referred to at a recent meeting of the General Council of Panel Chemists in Scotland (*C. & D.*, January 24, p. 104). Calcium chloride had been ordered, but there was a deficiency of it in the mixture, and the hygroscopic nature of the salt was urged as a reason for not regarding the incident as a case of inaccurate dispensing, and in my opinion this was a good enough reason. On reflection, however, I am disposed to suggest that an obligation rests with the dispenser of medicines to be satisfied that the chemicals he uses are up to standard, and it is still our duty, I take it, to test our drugs and chemicals from time to time, and so justify our claim to be the persons best fitted to compound and dispense medicines.

The Novel-Reading Public

must be in the way of becoming very sophisticated in respect of drugs and the evil effects some of them produce on mankind. The cleverness of the writers of books of fiction is almost astonishing. And the curious slips they make in handling the substances they select to achieve their effects are often quite as astonishing. Many instances will occur to your novel-reading subscribers. Occasionally one is impressed by the out-of-the-way knowledge some authors display. As an example there is that short story by Mr. A. E. W. Mason, "The Affair at the Semiramis Hotel," in which the clever French detective, Monsieur Hanaud, and Mr. Ricardo find the mescal buttons in Calladine's rooms in the Adelphi. Hanaud knows all about the drug, its botanical source as well as its geographical origin and the manner of its use by the Yucatan Indians in their religious ceremonies. He is also well acquainted with the facts which induce him to conclude that Calladine is a drug addict. Another book in which the mescal plays a part is "The Woman Who Rode Away," by the late D. H. Lawrence, who may have experienced the remarkable visual hallucinations of mescal, otherwise it would be difficult to understand how he could so well describe the visions, associated as they so frequently are with beautiful and varied music. He writes: "She saw the one bright star infinitely remote stirring above the sunset . . . she could distinguish the sound of evening flowers unfolding and the actual crystal sound of the heavens as the vast belts of the world atmosphere slid past one another."

In Both the Books

mentioned the mescal, also known as peyote and peyotl, is employed by the writers in an effective manner. Miss Edna Ferber's last novel, "Cimarron," contains a fictional contribution to the literature of it, in which it is introduced as a means for the seduction of Sabra Cravat's son by the Indians of the Osage reservation. As furnishing the opportunity for describing a peyote ceremony the passage is not only entertaining, but it shows the authoress as competent to exercise her art within the limits of her actual knowledge. About four years ago there was published a quite remarkable book wherein is contained matters relating to the mescal feasts altogether removed from the realms of fiction. This work must be included among anthropological books; it is called "Crashing Thunder—the Autobiography of an American Indian—edited by Paul Radin." It appears that the autobiography proper was published some time previously by the University of California under the title, "The Autobiography of a Winnebago Indian." "Crashing Thunder" (the name of the Indian), towards the end of his narrative, gives the details of the ceremonies employed by the followers of the peyote cult, and we are told of the most intimate experiences of himself when under the influence of the drug and of the strange effects it had upon his actions and character. It would not be likely to be anticipated that it was the means of his introduction to, and confirmation in, the Christian religion, and the establishing of his contentment with one wife. How true it is that fact is stranger than fiction.

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Editorial Articles

An Independent View

At a time when the pharmaceutical world is deeply immersed in the consideration of its own affairs from its own standpoint, it may not be unprofitable to try to realise that there is a world outside which is affected by those same affairs—though perhaps not in exactly the same way nor from the same point of view. The Pharmacy and Poisons Bill has two parts: one can be regarded as almost exclusively of domestic interest, but the other is emphatically of national interest, and therefore of very real concern to the outside world. We have not had long to wait for an intimation that this particular Bill is going to be discussed—and freely discussed—outside the realms of pharmacy. Our contemporary the "Justice of the Peace" has speedily studied the Bill, and in two articles published during the last fortnight has poured into it a volley of preliminary criticism that may with advantage be studied by those pharmacists who are inclined to continue their time-honoured indifference to everything that affects or may affect themselves and their calling. Our contemporary begins with a clear and simple statement of the true reasons why this Bill has put in an appearance at all, reasons which cannot be kept too prominently in the forefront of the chemists' case. The question of an amendment of the law relating to the sale and distribution of poisons and poisonous substances, we are told quite truly, has become acute "chiefly by reason of the disturbance of the public mind by the recurrence of sensational poisoning cases and the frequent protests of coroners against the apparent ease with which deadly poisons could be obtained by persons actuated by suicidal or other felonious intent—to say nothing of the innumerable cases constantly occurring of accidental poisonings due to carelessness in leaving such substances where easy access to them could be obtained." Had that state of affairs never arisen, it is most unlikely that we should ever have heard of the Bill or of its proposal to set up a new and expensive Government Department to increase—as we believe it will increase, in spite of the multiplying of "rules and regulations"—the very evils against which the country is ostensibly to be persuaded to arm itself. What is the true explanation of the increase of poisoning cases, and who, if anybody, is to blame for it? Those through whom offences come deserve at least to be made as famous as their achievements merit. Stout resistance on the part of the Pharmaceutical Society and of the whole body of chemists (to whom the legislature had wisely entrusted the distribution of poisons) to any loosening of the law such as was effected in 1908 would have prevented all that has been happening since. Stout resistance now to what this Bill proposes to bring about will prevent worse

things from happening in the future. Will that resistance be forthcoming? We should like to feel that it will. Apparently the opinion held outside their own ranks is virtually that chemists are given to tame submission to anything that may be imposed upon them. Is that their reputation? If so, is it not time to dispel it? The writer in the "Justice of the Peace," while disclaiming any interest in Part I of the Bill because it relates only to the Pharmaceutical Society's "domestic affairs," is moved to observe that nevertheless

"It may not be amiss to suggest that quiet acceptance by the Society of the numerous provisions for dealing with such of its members as may have been convicted of an offence against the Pharmacy Acts or of *any other criminal* offence (*sic*) might conceivably be taken as a tacit confirmation of the impression likely to be given to an outsider by reading this draft Bill that the pharmaceutical profession contains a much bigger percentage of dangerous rogues than had been generally supposed! We should have thought that a higher standard of professional honour might have been secured by stopping up the notorious loopholes to unprofessionalism provided by the system under which unqualified persons may still practise by employing any down-at-heel qualified man to hang up his certificate and act as 'superintendent' (*vide* Poisons and Pharmacy Act, 1908, Sec. 4, and the present Draft Bill, Sec. 10). However, the domestic affairs of the Pharmaceutical Society are of concern to its own members, and we only draw attention to the provisions generally of this Part of the proposed Bill (and especially the proposal to appoint Privy Council nominees upon its governing council and the setting up of a statutory committee to be presided over by an outside member nominated by the Privy Council) as indicating complete subservience to departmental control in substitution for the normal right of self-government afforded by the Society's Charter of Incorporation."

It is difficult to imagine a more scathing reference to the "tame submission" principle against which so many correspondents are protesting in letters appearing in our own columns and in speeches of protest made at association gatherings. To be pointedly rebuked in this way by a legal journal of eminence ought surely to galvanise the Pharmaceutical Society into putting up a stouter defence of chemists' interests than has thus far been indicated. But to return to the merits of the Bill itself and to the criticisms of our contemporary. We are not surprised to find that to the practical legal mind the proposal to extend the rights of unqualified vendors of poisons (who at present are restricted to selling "agricultural" and "horticultural" poisons) to enable them to sell "industrial" and "sanitary" poisons comes in for severe criticism. The "obviously inspired" statements that have appeared are taken to reveal the true intention of the Home Office:—

"This means not only that the arsenic and nicotine sheep dips and weed-killers already on sale at village grocery stores and big suburban ironmongers and corn dealers will continue to be obtainable there, but these vendors will be allowed to lay in stocks of lysol, carbolic acid and similar 'sanitary' preparations. Moreover, the sale of cyanide of potassium, corrosive sublimate, oil of vitriol, and other desperately dangerous things used every day for 'industrial' purposes may be allowed to any shopkeeper who claims to be registered as 'entitled to sell poisons included in Part II of the Poisons List' (*vide* Sec. 18). The conditions are of the simplest character. *Any person having a place of business in the area of the authority* may *apply in writing* to the local authority to have his name entered on the list of authorised sellers allowed to sell these things, and unless, in the opinion of the local authority, there is a sufficient reason relating either to him personally or to his premises, he will go automatically on the list."

The unlikelihood of quarter sessions being burdened with many appeals is the caustic comment upon that proviso; it is, of course, abundantly obvious that no local authority is going to risk having to spend taxpayers' money in preventing a person from getting a free licence to sell poisons he asks for except for the gravest reasons—which in practice will probably be reduced to objections by the police inspired from behind the scenes:—

"Local authorities are not likely to refuse registration except for some very serious reason; and as they are only to consider the fitness of the applicant and of his premises they are not likely to trouble themselves about the nature of the poisons covered by a licence to sell. Moreover, there is an astonishing omission from this Bill which does to some extent operate to restrict unlimited licensing at the present time for the sale of agricultural and horticultural poisons. Applicants for such licences are required to be advertised in the local press, so that objections may be lodged against the granting to them of licences; such publicity will no longer be required, nor will any opportunity be given of urging objections."

Except, as we surmise, quietly by the police authorities, who assuredly will be given an opportunity of telling the local authority *in camera* whether "anything is known against" the applicant. Another outstanding feature of this Bill, to which public attention ought to be directed, is the extent to which it shows the growing influence of a section of the bureaucracy which aims at enlarging its powers and magnifying its status. The majority report, referring to the sale of carbolic acid, contains this very significant paragraph:—

"There is here involved a serious question of policy with regard to disinfectants. It is important, in the interests of public health, that effective disinfectants should be used; but the average purchaser for domestic and kindred purposes, instead of going to a chemist and getting from him a really effective article which, because it is a poison, he cannot get elsewhere, inclines to buy from a grocer or general dealer an inferior article, bearing, perhaps, the same or a similar name, not a 'poison,' but one which, as a disinfectant, is inefficient in fact. This point was strongly urged by the Society of Medical Officers of Health. Whatever the remedy may be, the question merits serious consideration."

But, as the "Justice of the Peace" with unerring precision points out,

"The Bill in its present form is framed so as to allow any and every 'grocer and general dealer' to sell crude undiluted carbolic acid quite freely! And is that what the majority of members of the committee seriously intend? The Bill may be searched in vain for any provision that a deadly corrosive poison like carbolic acid (a few drops of which if swallowed will cause terrible internal burning) *must be kept under lock and key by the purchaser,* or indeed any provision to meet the demand so often made by coroners for some legal check against carelessness on the part of householders in the keeping of poisonous or other dangerous substances."

Yet, forsooth, to suit the whims of sanitary inspectors (for that is what it amounts to in plain language), and of the householder who "inclines" to buy his goods from a grocer instead of from a

chemist because the article is of inferior quality (namely, cheaper), every grocer in the land is to be allowed to keep carbolic acid on tap with all the attendant risks so clearly set out above. The chemist and druggist will have reason to thank the "Justice of the Peace" if that hare-brained proposal is knocked on the head by Parliament.

The Sugar Situation

On account of the acute depression which has prevailed in sugar in recent months in consequence of the overwhelming glut of supplies, the most earnest endeavours have been made by the Chadbourne-Cuban Committee, backed up by interested New York bankers, to bring about an international agreement for a movement of restriction or the establishment of a quota scheme. To begin with, a provisional understanding was arrived at in Holland between Cuba and Java for the limitation of their respective exports to the world's markets, while also providing for the segregation of their surpluses from their last year's crops. Following this, and as had been generally anticipated, negotiations were opened by the Chadbourne-Cuban delegation with the representatives of the large producing and exporting European countries at Brussels with a view to establishing the international scheme referred to. Before the Christmas holidays, so much was already accomplished at the Brussels Conference that an agreement was already then considered fairly well assured under the pressure of adverse economic conditions, but a serious difficulty subsequently arose entirely on account of the German industry's refusal to accept the proposed quota for German exports. The Brussels Conference thus temporarily broke down, pending the consideration of fresh proposals, which latterly led to a compromise between the American-Cuban delegation and the German representatives, whereby the German quota would amount to 500,000 tons for the first year, which is materially in excess of the original figure put forward, and is to be followed by a reduced rate for subsequent years covering in all a five years' agreement. According to one version, the total five years' quota would amount to 1,750,000 tons, whereas another report places the total at 1,500,000 tons, which is presumably more in line with the agreement come to. The first year's quota is possibly correct at 500,000 tons, as Germany this season has grown an exceptionally heavy crop of about 2,400,000 tons and has an exportable surplus considerably in excess of that quota, while the average of the quotas for the next four years, say, 250,000 tons, would make the total for the five years 1,500.000 tons. Assuming that there is no withdrawal on the part of Java from the provisional agreement with Cuba, there is little doubt that a confirmation of the international agreement will emerge from the recent proceedings at the Brussels Conference. Evidently the regulation of the next season's crops, including a curtailment of European beet sowings, would be closely considered and agreed to by the members of the international combination in order to bring about an adjustment between supply and demand to enable a gradual dispersal of old accumulations, which is essential if the price of the commodity is to be placed on a permanently better and/or remunerative basis. Meanwhile, the tendency of the market has been favourably influenced by the better trade demand, as new buying had been postponed as long as possible under the prevailing unsettlement. The replenishment of distributors' stocks, which are still very low, should contribute towards a further upward movement from the current abnormally reduced level of values. There also seems to be plenty of room for a revival of buying of imported raw sugar by British refiners, whose purchases for the past two months or so have been unusually restricted as a matter of precaution, while their operations in the past year were in no small degree affected by a falling market and a consequently seriously reduced margin of profit. Even now they are still in a hesitating mood about making provision for their needs until the outlook becomes more secure. The fact has to be noted that whereas Mr. F. O. Licht's estimates of the yield of the European beet crops in October last amounted to 9,611,000 tons (including Russia at 1,760,000 tons), there have been subsequent revisions by that authority, making the total as much as 10,500,000 tons, thus by far eclipsing all previous high records. This would compare with 8,261,860 tons and 8,498,960 tons respectively for the two previous seasons. Therefore, the European beet sugar production, inclusive of Russia (whose large excess of yield has been a matter of surprise this season), would represent well over one-third of the total world's crops. The yield of the latter for 1930-31 has now been placed by the Vienna crop expert at 29,717,000 metric tons of raw sugar, against 28,460,000 tons for 1929-30, which would thus indicate an increase of well over 1,250,000 tons. This increase being far less than that shown by the total beet sugar estimates referred to, it is obvious that the European beet industry gained largely at the expense of overseas cane-sugar producers in the 1930-31 season. A curtailment of world production is now imperative for a certain number of years, if a healthier position is to be established by the gradual absorption of the unwieldy surplus in existence. This is the main subduing factor in regard to the rallying movement which is expected to ensue subject to a definite international agreement for the limitation of supplies in the current year and onward. In the meantime, the fact deserves mention that South Russia has been marketing good quantities of her sugar to India on relatively cheap terms or below those quoted by Java.

The Australian Exchange

The fact that if an Australian importer wishes to send £100 of Australian currency to London he has now to pay £130 10s. for it, is sufficient evidence of the stringent financial conditions in Australia. At the same time it is a very crushing overhead charge on business from this side, and it has almost brought to a stop trading in drugs, chemicals, essential oils, and kindred articles, and where the product is one of absolute necessity the size of orders are cut down from 50 per cent. to 80 per cent. of normal requirements. A large number of products which were formerly exported with unfailing regularity are now cut out altogether. The considered policy is, of course, to stop imports into Australia wherever possible, and with this policy many are in agreement and believe it is the only way to restore the financial position to a sound basis. Make exports pay for imports is the slogan advocated in Australia, although it will require a considerable margin of values on exports over imports, otherwise there will be nothing to contribute to loss of revenue caused by lower receipts from import duties. At the same time the restriction of imports will tend towards higher cost of living, and this in turn will increase the price of exports. As is well understood, the values of all Australian products like wool, wheat, tallow, etc., have declined in conjunction with natural products of other countries. It is evident, therefore, that the compulsory elimination of foreign goods means that the purchasing power of other countries is so much less, owing to their inability to sell their products. There should, however, be every incentive to export Australian produce to London, as for every £100 worth of goods sold the exporter at the present time receives £130 10s., less the usual bank charge for remitting the money to Australia. It is to be hoped that the present interference with the natural law of supply and demand will be of short duration, and that its repercussion in Australia will be slight.

Pharmacy and Poisons Bill

Meeting to Promote Opposition

A MEETING of chemists was held at the Imperial Hotel, Russell Square, London, W.C.1, on January 27, for the purpose of consolidating opposition to the Pharmacy and Poisons Bill. The gathering included members of the Pharmaceutical Society's Council and officials of the Society. Mr. J. J. Laws was elected to the chair.

The CHAIRMAN, in opening the proceedings, said the object of that meeting was to oppose the Bill and nothing else, and he intended to try to keep the discussion within those limits.

Mr. Clarke's Address

Mr. F. E. S. CLARKE (Newport), who explained that he attended the meeting against his doctor's wishes, said he was not present to apologise, either to 17 Bloomsbury Square or to the R.P.U., for the action he had taken and the rôle in which he was appearing. He had no antagonism or prejudice against those two organisations, for he believed chemists could not afford to do without either of them. But he did want to put to the meeting that neither of those bodies was right in formulating the policy they had adopted in regard to the Bill without consulting the rank and file or ascertaining their opinions. The Council of the Pharmaceutical Society was elected as an executive body to administer the laws and regulations relating to pharmacy. But here was a situation calling for a definite change of policy and a possible change of constitution, involving the retail chemists of the country in a certain number of extra regulations and all sorts of interference. The issues at stake were vital, and he felt that perhaps they were not fully appreciated, and required looking at through spectacles other than those of the composite body provided by the round-table conference. Take, for example, the Pharmaceutical Society and the R.P.U. There were gentlemen on both these bodies who could not possibly look at the situation from the same point of view as the men engaged in retail pharmacy to-day. Then there was the Wholesale Chemists' Society. After all, did it matter to the wholesale trade who sold poisons, and what happened to the chemist? He submitted that there had been a great omission by the R.P.U. in not calling a conference of the retail trade before adopting any policy. There seemed to be a tendency on the part of the elected bodies to go outside their proper sphere, and he did not think they should allow them to become an avenue for the promotion of other than pharmaceutical interests. Though these executive bodies were splendid in some respects, they had not the same interest in the retail trade as the practising pharmacist. He wished there were some Glyn-Jones at this juncture. (Hear, hear.) From reports which he had received from all over the country, he was convinced that adequate support was available for the defeat of the Bill, and that it could be done. Moreover, he was not sure that the Society and the R.P.U. were not watching them that night and hoping in their hearts that the meeting would be successful. The Bill and the policy adopted by the existing organisations were wrong, and were not in the interests of either pharmacists, the public or the State. The Bill, indeed, was a travesty of honest legislation. He thought, above all things, they wanted to avoid creating any antagonistic feeling against either the Society or the R.P.U. He believed strong, independent action on the right lines should be effective. Piles of letters and telegrams had been received by the promoters of that meeting; every one of those which had been opened was in opposition to the Bill, and the response covered practically the whole of the country.

MR. F. E. S. CLARKE

Neither the Society nor the R.P.U. had consulted the trade. After the policy had been formulated, branches had been asked to arrange for speakers wherever possible. But that should have been done a couple of months before, and the branches and individual members would then have had an opportunity of examining the Bill, and hearing speakers on the subject. If the Society had taken that course they would probably have realised the amount of opposition that existed and have taken up a very different attitude. The Bill had not been asked for by the trade, the public or the House of Commons. A Departmental Committee was a private committee, and the inquiry was conducted by asking certain bodies to give evidence. Obviously bodies would be invited who would give evidence favourable to the policy the Committee wished to pursue, and that suspicion in this case was almost confirmed by the list of witnesses given at the back of the Committee's report. Mr. Gamble had tried hard to get a definition of a chemist qualified for dispensing, and he (the speaker) believed he had taken the right course. Was the Bill fair and honest? There was the question of compulsory membership, which he preferred to call compulsory registration. Why should there be two registrations? Then there was going to be increased inspection and restrictions. He himself preferred to be fined £5 by a county court judge rather than to appear before a magistrate. The Bill meant an extension of bureaucratic government, but the expenses were going to fall on chemists. The Society's policy was not to end the Bill, but to amend it, and he thought that was wrong. The need for a new orientation of pharmacy had arisen. The whole of the dispensing of medicines should be confined to pharmacists. The drug trade wanted co-ordinating and consolidating, and the sale of poisons should be confined to the trade. (Applause.)

Discussion

Mr. J. F. MCNEAL pointed out that the Bill was published last March, but from then until July nothing happened; they were told nothing, and nothing was printed. The Conference was going to deal with the Bill. Two half-days were devoted to it, but only fifty-five minutes were left for the delegates to express their views. While the Society was deliberating on the amendments the Bill, re-drafted, was introduced into the House of Lords. No amendments were submitted to chemists between March and December. Were they going to support the Society in its amendments or not? If the Bill went through in its present form he was convinced that chemists would be left. What guarantee had they that the Government would accept these amendments or any of them? (A voice: None at all.) The people they were expected to trust had told them nothing before the Bill was introduced.

The CHAIRMAN then ruled that anyone speaking in favour of the Bill would be out of order.

Mr. E. JONES (Brighton) said that when the Society ran up against certain individuals and questions, its policy seemed to be blank. Under the Bill, so long as it was under the supervision of a doctor dispensing could be carried out by his chauffeur, servant, or anything that was his. (Laughter.)

Mr. TRISTRAM (Liverpool), said they should reserve

the selling of poisons and poisonous substances to pharmacists, and that should be impressed upon the meeting on the following day. The pharmacist was called upon to sacrifice, and in return he should have the right of dispensing. He considered that the amended Bill put forward by the Society was a very great improvement, and gave pharmacists a step forward. He thought they should back up the Society, and strengthen its hands, and not criticise it unfairly, as some speakers had done at that meeting.

Mr. D. T. EVANS (Margate) said they should be reasonable in their attitude. What usually happened in a dispute was a compromise, and half a loaf was better than nothing. He had no sympathy at all with the way the Society had dealt with members of the trade in regard to the Bill. They had been doped with advice to leave matters alone until some time when they could get the information that the Society was right. The Society, however, were very much right with regard to some of the amendments, but members ought to have been advised in July instead of December, so that meetings could have been held, and the subject discussed. The most important thing in the Bill was that dispensing should be carried out by registered chemists only.

Mr. G. F. CORRALL (Enfield Wash) said he was afraid that at the meeting next day they would get the usual soft soap on which they would skid into the mouth of the Government. Now he had no use for soap and frills when it came to a "show down." He believed in getting his coat off, and getting one home first; and his advice was to meet the Government, the Pharmaceutical Society, and the R.P.U. with a flat and emphatic negative. What did all this "footle" amount to but that they, as pharmacists, were not to be trusted to practise pharmacy? The Government could not trust them, and as the Pharmaceutical Council and the R.P.U. agreements had been kept secret, obviously they could not trust them either. He did not trust either body.

Mr. E. R. PARKEN (Brighton) suggested that they should get the British Medical Association to appoint inspectors, subject to the approval of the Privy Council, to watch over medical practitioners under the Bill.

Mr. MCNEAL mentioned that about 500 letters had been received asking what was the use of restricting dispensing to chemists in open shop unless medical men were stopped from dispensing. Dispensing was the basis of their work. They had got to get it, otherwise pharmacy would go under.

The following resolution was carried by thirty votes to twenty:—

That this meeting is of opinion that the rights and interests of the retail pharmacist, along with the restriction of dispensing of medicine to pharmacists, cannot be secured by amendments to a Poison Bill, and by such policy in procedure great risks are run of placing upon the statute-book an iniquitous piece of poison legislation only. It therefore urges the Council and those associated with it to direct a policy of opposing the Bill rather than seeking amendments, in which policy it is felt it will receive the entire support of the retail trade and all those other interests associated with it. It further urges the Council and the R.P.U. to take steps to secure our objects through the promotion of a Bill by consultation and in conference with the Ministry of Health and British Medical Association, or by the promotion of a proper Government inquiry through the Ministry of Health, where our services are recognised and general interests of public health more likely to be regarded.

A resolution forming a temporary body to oppose the Bill was carried by twenty-six votes to twenty, and subscriptions were invited for the purpose, as well as to defray the cost of the meeting. The chairman, Mr. McNeal and Mr. Clarke were appointed as an executive committee, with power to add to their number.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

ENGLAND AND WALES

Middlesex.—At a meeting of the Middlesex Pharmaceutical Committee, held on January 21, Mr. Thomas Marns spoke in high terms of the late Mr. H. A. Irwin's many good qualities, and it was agreed to send a letter of condolence to Mrs. Irwin. Particulars were received respecting the results of checking of prescribing in the Middlesex area, also copies of medical benefit amended regulations and circulars regarding the definition of drugs, etc. It was explained that there would be no disallowances from chemists' accounts for articles wrongly prescribed, as from January 1, 1931. Correspondence with the Panel Committee respecting the use of the National Insurance Formulary was considered, and it was unanimously decided to adhere to the Committee's former resolution that no local additions to the Formulary should be recognised. Additions to the list of contractors for the supply of drugs and appliances were considered, and the following particulars were contained in the supervisor's report, which was adopted:—

1930	No. of prescriptions	Ingredient cost £ s. d.	Dispensing fees £ s. d.
October ..	186,348	2,837 12 6 (av. 3.6d.)	3,398 12 11 (av. 4.4d.)
November ..	178,879	2,689 14 2 (av. 3.6d.)	3,267 5 0 (av. 4.4d.)

Articles disallowed during October and November numbered thirty-six, including thirteen brushes and other articles, such as finger-stalls, vaccination pads, chiropodist's felt, capsicum wool, Thermogene, Benedict's solution, litmus paper and fumigating pastilles.

Preston.—At a recent meeting of Preston Insurance Committee, it was stated that during the past year fourteen test prescriptions had been taken. Only one case was referred to the Pharmaceutical Service Subcommittee; the chemist was warned.

SCOTLAND

Dundee.—At a recent meeting of Dundee Insurance Committee the decision of referees in the case of an appeal by a doctor against the finding of the Committee that the cost of drugs ordered or supplied by him was excessive was read. The decision stated that the referees dismissed the appeal and were of opinion that the appellant's prescribing was extravagant both in character and in quantity, and in excess of what was reasonably necessary for the adequate treatment of his patients. A letter which the Medical Benefit Subcommittee had received from the Forfar County Insurance Committee was submitted. It asked for the Committee's view on a resolution, which the Forfar Committee had submitted to the annual conference of the Scottish Association of Insurance Committees: "That the cost of drugs, including insulin, supplied to insured persons under treatment in voluntary institutions should be a charge against the drug fund of the Insurance Committee, instead of having to be met from the funds of the voluntary institution." Dr. R. C. Buist moved that they take no action. It was an unwise motion from the point of view of the Insurance Committee and from the side of the voluntary hospitals. Mr. John Walker moved an amendment that they support this proposition. If they had a patient requiring a great deal of treatment and sent him to a hospital, then they were not giving him the benefit of the drug fund. It was a serious cost which had to be met by the voluntary hospitals, and it would mean that this cost would fall on the ratepayers, a cost that had already been paid for by the patient into the drug fund. Dr. Buist said that when a patient was sent to a hospital he was not under the care of his insurance doctor, and the charge would be an illegal charge. Dr. Buist's motion was carried by twenty votes to five.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

28 Essex Street, W.C.2, January 29

INQUIRIES for drugs and allied produce from the consuming trades, although now more general, are largely for immediate requirements, and orders are cut down to the smallest quantities. It is not only lack of confidence in the stability of prices, but the general poorness of trade which compels the trader to adopt these tactics. Several instances have occurred this week where orders for spot goods have not been executed owing to supplies having become exhausted. This confirms the opinion expressed for some time past—that shippers and dealers have been selling certain items below cost price and not replacing stocks. The number of items affected is likely to increase until such time as it is profitable again to import. Among drugs, senega is rather weaker on the spot, and Belgian valerian is also easier. Kordofan gum acacia has been irregular. Shellac and pepper are firmer on balance. Among aromatic seeds, Morocco linseed on the spot is rather dearer, and Morocco cumin to arrive is firmer. Morocco canary is easier on the spot. Business in pharmaceutical chemicals is of moderate extent, with "controlled" prices well maintained. It is reported that an international convention has been formed by the vanillin makers, with the probability of higher rates. Cream of tartar has shown a further slight weakness, and tartaric acid is about steady. Aspirin and phenacetin are steady. Industrial chemicals continue slow of sale, with a few instances of isolated competition. Arsenic is again tending harder; acetone continues an "open" market. Sodium acetate and saltcake are a point easier; sodium hyposulphite is easy. Cresylic acid is lower. Among the vegetable oils the demand remains poor, although there is a tendency towards some recovery in values. Acid oils are steadier, and castor is firmer but dull of sale. Cotton is easier, and soya lower; linseed is much steadier, and turpentine the turn easier. In metal products, prices quoted by manufacturers will need to be further revised in line with the depreciation in raw material. As regards mercury, reports from Germany as to negotiations for the disposal of the controlled surplus stock are stated in authoritative quarters to be entirely unfounded.

Higher	Firmer	Easier	Lower
Linseed (Morocco, spot)	Bergamot oil (c.i.f.) Castor oil (Eng.) Cumin seed (Mor., c.i.f.) Linseed oil Pepper Peppermint oil (Jp. dementh.) Shellac	Canary seed (Mor.) Cotton oils Cream of tartar Lemon oil (c.i.f.) Peppermint oil (Amer., c.i.f.) Saltcake Senega Sodium acetate Turpentine Valerian	Anise, star, oil Cloves (Zan.) Cresylic acid Eucalyptus oil Soya oil
	Steadier		
	Acid oils Lubricating oils		

Crude Drugs, etc.

ANTIMONY.—There is not much change in Chinese regulus, the tendency of which has been irregular, although there has been a somewhat better demand on the spot. Holders ask £25 15s. to £26. There is only little offering from China by first-hand sellers, asking about £24 10s. to £25 c.i.f. According to a certain report the Chinese output has fallen off considerably, being estimated at about 1,000 tons per month. English high-grade regulus ranges from £45 10s. to £46, and ordinary brands sell down to £36.

BALSAMS.—*Canada* is neglected at 4s. 3d. spot. *Tolu* is not much in demand at 3s. to 3s. 2d. *Peru* on the spot is quoted at 7s., and c.i.f. to arrive 6s. 6d.

BELLADONNA.—*Root*, testing 0.45, is quoted on the spot at 45s., and 0.6 testing at 62s. 6d. spot. *Leaves* are about 6d. per lb. spot.

BUCHU.—The exports from the Union of South Africa during September 1930 amounted to 2,763 lb. (£93), against 9,951 lb. (£348) in September 1929. During the nine months ended September 30, 1930, the exports were 131,758 lb. (£4,385), against 191,230 lb. (£6,909) for the corresponding period of 1929.

CADMIUM.—There has been a moderate inquiry from consumers, and despite the good supply on hand the tone is steady, with holders asking 1s. 9½d. to 1s. 10½d. per lb.

CAMPHOR (REFINED).—Japanese refined slabs are quoted on the spot at 2s. 2d., flowers at 2s. 3d., and ¼-oz. tablets at 2s. 8d.; c.i.f. prices are 1s. 11¼d., 1s. 11¾d. and 2s. 5½d. per lb. respectively.

CANTHARIDES.—London stocks of Russian are gradually diminishing, and Hamburg offers a few cases of Russian at 2s. 6d. There are no Chinese here.

CARDAMOMS.—Bold bleached Ceylon-Mysore have been sold at 6s. 3d. per lb. on the spot; mediums are worth 4s. 6d., small mediums 3s. to 3s. 3d., smalls 2s. 6d. to 2s. 9d.; green Aleppy on spot have been sold at 2s., and 2s. 7½d. c.i.f. is still quoted to arrive. Indian decorticated seeds on spot are offering at 3s. to 3s. 3d. per lb.

CASCARA SAGRADA is quoted on the spot at 42s. 6d., and c.i.f. to arrive 38s. for 1930 peel.

CASCARILLA. — Siftings are quoted on the spot at from 1s. 10d. to 2s. per lb.

CLOVES.—Zanzibar are lower at 11¾d. per lb. on the spot, and for January-March shipment 11½d. c.i.f. Madagascar on the spot are 11½d. per lb., with sales afloat at 9½d. January shipment is quoted at 9¾d. per lb. c.i.f., with previous sales at 9½d. per lb. c.i.f.

The landings of Zanzibar for the week ended January 24 were 23 and the deliveries 151 bales, leaving a stock of 901, against 1,236 in 1930 and 1,942 bales in 1929. Landings of Madagascar for the week ended January 24 were *nil* and the deliveries 145 bales, leaving a stock of 650, against 14 in 1930 and 2,533 bales in 1929.

COCOA BUTTER.—Prime English is quoted at 11½d. per lb., C.F.R. at 11½d., and Van Houten's A at 1s. 0¼d. per lb. on the spot in not less than one-ton lots.

COCONUT (DESICCATED).—Market is quiet and very little business is passing. Colombo values are lower. London spot prices are: fine 23s. 6d. and medium 24s.; February-March shipment is 21s. 6d. c.i.f., with business done and further sellers at the price. Week's statistics (cwt.): Landed, 2,285; delivered, 1,908; stock, 1931, 12,190; stock, 1930, 14,719; stock, 1929, 23,092.

COD-LIVER OIL still continues to command a fair amount of interest, and further business is reported for prompt shipment. Offers of 1931 Lofoten oil are not yet general, and buyers await the first results of the fishing figures. Prices of finest 1930 oil are unchanged at about 93s. per barrel c.i.f. London.

DAMIANA is still firm at from 9½d. to 10d. spot.

DIGITALIS leaves are quoted on the spot at from 35s. to 45s. as to quality.

ERGOT is steady. Supplies of Russian are greatly reduced here, though the price does not show change, sound on the spot being 10d. Spanish, on account of weakness in the peseta, is offering at easier prices. Good sound at from 1s. 10d. to 1s. 11d. Portuguese is about 1s. 9d. spot.

GUM ACACIA has been irregular. At the end of last week there was a further advance from the Sudan, and up to 41s. per cwt. c.i.f. was paid for Kordofan cleaned sorts for February-March shipment. Price subsequently eased, and at the close this position was offered at from 39s. to 39s. 6d. c.i.f. for cleaned and 37s. to 37s. 6d. c.i.f. for natural. It is reported that fairly heavy buying has taken place in the Sudan for the U.S. Spot market has been quiet but firm, with Kordofan cleaned offering at from 47s. 6d. to 50s., and natural at 46s. Bleached is offered at from 135s. to 140s. as to quality. Talha is steady at 32s. 6d. spot and 22s. 6d. c.i.f.

HYDRASTIS is weak and in little demand at 6s. 6d. per lb. spot and 6s. 3d. c.i.f.

IPECACUANHA.—Cartagena, to come forward ex Hamburg, is offered at 9s. 6d. c.i.f. A little Johore, two or three bales, is on the way. Matto Grosso is easier at 11s. to 11s. 3d. per lb. spot, and there are even lower offers than this from Hamburg.

KOLA is slow of sale, with increased stocks and no demand: good Jamaica halves are offered at 2¼d. to 2½d.; St. Lucia, 2¼d.; West African, lower, and 1½d. would be accepted for f.a.q.

MENTHOL.—Although cables quote higher from Japan, they are without effect on this market. The spot values of K/S are from 12s. 3d. to 12s. 6d. per lb. The direct price from Japan is 12s. c.i.f., and second-hands quote 11s. 6d. to 11s. 9d. c.i.f.

MERCURY.—There has been a fair demand on the spot, but this has been again largely confined to small lots. The figure quoted by the Combine remains at £21 17s. 6d. net. The quantities available on the spot are said to be only moderate, but it is apparently sufficient to cope with current needs. The f.o.b. price for shipment is still pegged at £21 15s. per bottle for at least 25 bottles. The suggestion made by a writer in the daily Press that an eventual breakdown of the control "scheme on its present lines, like most other artificial stabilisation schemes, is regarded as assured," is to say the least highly premature and probably inspired. Reference is made to German reports regarding the Italo-Spanish Combine, in which it is stated that the world surplus stock is from 150,000 to 160,000 bottles, but this is doubtless exaggerated and purely guesswork. The normal stock figure given at 30,000 bottles is rather wide of the mark or under-rated, and also the annual consumption which is more like 90,000 to 95,000 bottles instead of 85,000 bottles. As regards the policy pursued by the Combine, this is practically a sealed book, but there is no doubt that production has been ourtailed in order to guard against an unwieldy accumulation of stocks. German reports on the subject should not be taken too seriously. We hear that another important open contract has been arranged with the largest home consumers, which obviously involves a special price.

ORANGE JUICE.—First shipment of natural Spanish orange juice with fruit cells intact is offered at 2s. per Imperial gallon, c.i.f. London.

PEPPER.—Lampong is firmer at 6¼d. per lb. To arrive, sales include January-March at 5⅝d. to 5¾d. to 5 13/16d., and March-May at 5⅝d. to 5¾d. to 5 13/16d. c.i.f. Tellicherry is 50s. c.i.f. for March-May shipment, and Alleppy is 49s. c.i.f. White Muntok is firmer, with spot sales at 9¾d. per lb. To arrive, sales include January-March at 9¼d. to 9d. to 9⅜d. to 9⅛d., and March-May at 9¼d. to 9d. to 9⅜d. to 9⅛d. per lb. c.i.f.

PIMENTO is steady at 5d. per lb. on the spot. Sales afloat have been made at 40s., and for February-April shipment at 38s. per cwt. c.i.f., closing sellers asking 39s. c.i.f.

PLATINUM.—Although there has been no notable improvement in the demand, the market has shown resistance, the current quotation being £6 10s. to £6 15s. per oz. It was reported that leading British refiners have taken a certain interest in the platinum works of Bishop & Co. in Malvern, Pennsylvania, whose plant is expected to be enlarged.

PODOPHYLLUM ROOT.—American *P. peltatum* is quoted on the spot at 57s. 6d. *Emodi* is 45s. spot, and for shipment 35s. c.i.f.

RUBBER is fractionally easier on the week. The market has again passed through a dull and inactive period, and beyond a little buying for French account and the home trade, practically no interest has been shown. During the past few days considerable publicity has been given to certain restriction of output schemes, as it seems fairly obvious that the recent voluntary measures taken by both the Dutch and British interests have failed to have any real effect on the general situation. Arrivals last week totalled 2,082 tons, whilst deliveries were 1,149 tons, showing a further increase of 933 tons in the stocks. The London stock now stands at 80,194 tons, against 59,984 tons at the corresponding period last year. The Liverpool stock now stands at 42,171 tons. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and February, 4 1/16d.; March, 4⅛d.; April-June, 4¼d.; July-September, 4⅜d. per lb.

SARSAPARILLA.—Grey Jamaica is steady since the auction, and 1s. 4d. to 1s. 5d. is required for good fibrous root. Native Jamaica is in better supply at easier prices; good red offers at 1s. 6d., medium at 1s. 5d., and mixed colours at 1s. 4d. Honduras is very slow of sale at 2s. Mexican is unchanged at 7½d.

SEEDS.—ANISE.—Spanish is 48s., Bulgarian 32s. 6d., and Russian 31s. on the spot. CANARY.—Mazagan is unchanged at 23s. spot. Tangier is offered at 21s., and Morocco has been sold at 21s. 6d. on the spot. Turkish (2 per cent.) is unchanged at 20s. spot for small quantities. LINSEED.—The price for Morocco on spot is now 20s. MILLET.—Yellow Morocco on spot is 8s. For shipment the price is 7s. 3d. per cwt. c.i.f. CUMIN.—Malta on the spot is selling slowly at 57s. 6d. per cwt. Morocco is quoted at 52s. 6d. The price for shipment is now 48s. 6d. c.i.f., with no business passing. FENUGREEK.—Old crop on spot is 17s. Tunisian is still offering at 17s. 6d. on the spot. CORIANDER on the spot is quiet. Small parcels of weevilly stuff have been sold at 8s. 3d. For sound Coriander, sellers are asking 10s., but so far no business has been reported at this figure. CARAWAY.—Dutch on the spot has been selling at 27s. 6d. per cwt. MUSTARD.—English is 25s. to 34s. per cwt., according to quality.

SENEGA, in spite of the firmness for forward shipment ex U.S.A. at about 2s. 6d. to 2s. 7d. per lb. c.i.f., is weaker on the spot on account of one or two holders wanting to realise around 2s. 7d. The nominal spot price is 2s. 8d.

SHELLAC is firmer, usual standard TN orange now quoted at 72s. 6d. per cwt. spot; fine orange is 90s. to 190s., pure button 102s. 6d., and AC cakey at 82s. 6d. To arrive, sales of January-February shipment have been made at 61s. per cwt. c.i.f., closing sellers at 60s. c.i.f. Sales for delivery include March at 61s. 6d. to 62s., and May at 64s. to 62s. to 66s. to 64s.

STRAMONIUM LEAVES on the spot are quoted at 42s. per cwt. for Hungarian.

VALERIAN. — Belgian root is in better supply at easier prices, good bright quality offering at 29s spot.

Essential Oils

MORE business is passing in small orders, but the general condition is unchanged. Star anise is easier. Lemon is weaker to arrive. Citronella oils show recovery after a decline. American peppermint is on the easy side; Japanese dementholised is firmer. Eucalyptus is lower on account of the exchange.

ANISE (STAR).—There is little inquiry and no interest and quotations are easier on the spot, leads offering at 2s. 6d. per lb. and tins at 2s. 5d. To arrive, leads are offered at 1s. 8½d. to 1s. 9½d., tins at 1s. 7d. per lb. c.i.f.

BAY is quoted at from 6s. 6d. to 7s. per lb. spot according to phenol content.

BERGAMOT, 38 to 40 per cent. l.e., is quoted unchanged at about 9s. 6d. per lb. spot, and is firm to arrive at 9s. 3d. per lb. c.i.f.

BOIS DE ROSE.—Brazilian is offered at 2s. 6d. per lb. c.i.f. London, ex France, in drums of 180 kilos. On the spot, 3s. to 3s. 3d. is quoted as to seller. Cayenne is offered at 4s. per lb. c.i.f., and on the spot at about 4s. 6d. per lb.

CANANGA.—Java is unchanged at 7s. 9d. per lb. spot in drums; smaller quantities at 8s. 3d. per lb.

CASSIA is dull, and 3s. 2d. per lb. spot is quoted for 80 to 85 per cent., though bids of 3s. would probably be accepted; the shipment price is 2s. 7d. c.i.f.

CEDARWOOD is firm at 1s. 9d. per lb. spot and 1s. 7d. per lb. c.i.f., drum lots.

According to the New York "O., P. & D. Reporter" reports indicate no resumption of production on a normal scale. Lack of demand for oil and all cedarwood products has caused a total cessation of operations in the South. Production of pencilwood from cedarwood grown on the Pacific Coast is to commence, but current reports suggest that the variety of cedarwood to be used contains little or no oil, and is therefore valueless for distillation purposes

CITRONELLA.—Java is easy at 1s. 10d. per lb. on the spot, and for shipment at 1s. 8¾d. per lb. c.i.f. Ceylon is firmer on the week at from 1s. 9½d. to 1s. 10d. per lb. spot, and to arrive at 1s. 5¼d. per lb. c.i.f.

CLOVE is fairly steady at 6s. 6d. per lb. spot for English drawn. Continental distilled is lower at 5s. 11d. per lb.

EUCALYPTUS.—Spot sales have been made at 1s. 3½d. per lb. for 70-75 per cent., for small orders, larger quantities offering on the spot at 1s. 3d. per lb. with offers for shipment at 1s. to 1s. 2½d. per lb. c.i.f. as to seller. Small spot business has been done in 80-85 per cent. at 1s. 4½d. to 1s. 5d. per lb. The decline in values is due to the low rate of exchange for the Australian pound.

GERANIUM.—Bourbon is quoted at from 14s. 6d. to 15s. per lb. spot, according to seller, and for shipment at 12s. per lb. c.i.f., though there were previous lower offers for shipment. Algerian is fairly steady at 16s. to 16s. 6d. per lb. spot, and for shipment at 15s. 6d. per lb. c.i.f.

GINGERGRASS on the spot is 7s. per lb., and to arrive at 6s. 6d. per lb. c.i.f.

LAVENDER.—French ordinary quality, 38 to 40 per cent., is quoted at from 8s. 6d. to 9s. per lb. spot.

LEMON.—On the spot Sicilian hand-pressed, 4 per cent. citral, is quoted lower at 3s. 2d. per lb., and to arrive at

from 2s. 10½d. per lb. c.i.f., according to quality. Machine-made is offered at 2s. 6d. per lb. c.i.f. and on the spot at 2s. 9d. per lb.

LIME.—West Indian distilled is unchanged at 35s. per lb. spot.

MANDARIN is offered at from 12s. to 13s. per lb. c.i.f. as to seller.

ORANGE.—Sicilian sweet is unchanged at 8s. 9d. per lb. spot and 8s. 6d. per lb. c.i.f. to arrive. Bitter is 8s. 3d. spot and 8s. c.i.f.

PALMAROSA on the spot is 8s. 6d. per lb., and to arrive at 8s. per lb. c.i.f.

PATCHOULI.—Seychelles is quoted at from 12s. to 12s. 6d. per lb. spot; Singapore is quoted at 15s. 6d. per lb. spot and at from 14s. to 14s. 4d. per lb. c.i.f. to arrive.

PEPPERMINT.—Japanese dementholised is better, K/S being quoted at 3s. 9d. per lb. spot and 3s. 6d. per lb. c.i.f. to arrive, January-March shipment. Other brands on the spot are quoted at 3s. 7½d. per lb., and to arrive 3s. 5d. c.i.f.; direct shipment of five brands is 3s. 7d. c.i.f. There have been large shipments of K/S on contracts for five brands. American peppermint natural oil is unchanged at 8s. per lb. c.i.f. in drums and 8s. 3d. for tins in cases for good branded oil. Other qualities are offered at from 7s. 8d. to 7s. 9d. per lb. c.i.f. in drums and 8s. per lb. in tins. On the spot, 8s. 3d. to 9s. per lb. is quoted, according to holder. H.G.H. is quoted at 13s. 3d. per lb. spot.

PETITGRAIN.—Paraguay in case lots is quoted at 4s. 6d. per lb. spot, with larger quantity at 4s. 3d. per lb.

ROSEMARY.—Spanish is quoted at about 2s. per lb. on the spot for good quality.

SASSAFRAS.—Genuine natural American is quoted unchanged at 7s. 6d. per lb. spot and 6s. 9d. per lb. c.i.f. for good branded oil. Some holders of other brands quote 5s. 3d. to 5s. 6d. per lb. spot and offer forward at from 4s. 6d. to 4s. 9d. per lb. c.i.f.

SPIKE.—Spanish is quoted on the spot at from 2s. to 2s. 6d. per lb., according to seller. Exports from Spain during 1930 are estimated at 140 tons, and the present stock is reported to be very low—a quantity insufficient to cover requirements before the next crop in August.

WORMSEED (CHENOPODIUM).—Demand on the American side is quiet and prices are unchanged. To arrive, 16s. 6d. to 17s. 6d. per lb. c.i.f. is quoted. On the spot, 15s. to 16s. per lb. is quoted, as to seller.

The following arrivals have taken place from the countries indicated during the period January 21 to January 27, inclusive:—Anise (Ch.) 20 pkg., (H.-K.) 30 pkg., (Fr.) 2 pkg.; bay (O. Br. Poss.), 1 cs.; bergamot (It.) 35 cs.; camphor (Ch.) 1 cs., (Jap.) 5 dm.; cassia (H.-K.) 10 cs.; citronella (Java) 13 dm., (Cey.) 3 dm., (Br. Ind.) 9 dm.; clove (Fr.) 9 dm., (It.) 6 cs.; eucalyptus (Aust.) 15 dm. 100 cs.; geranium (Ch.) 3 dm.; iris (Fr.) 6 cs.; lavender (Fr.) 3 cs., (Sp.) 3 dm.; lemon (It.) 66 cs.; lime (O. Br. Poss.) 18 cs., (Trin.) 4 cs., (Br. Gui.) 1 cs.; orange (It.) 6 cs., (Jam.) 30 cs.; patchouli (Cey.) 3 cs.; peppermint (Jap.) 45 cs.; perilla (Jap.) 14 dm.; pine (Switz.) 4 cs.; rosewood (Ger.) 3 dm.; sandalwood (Neth.) 2 cs., (Aust.) 102 cs.; spearmint (U.S.) 1 cs.; wormwood (U.S.) 2 cs.; undescribed (Fr.) 3 cs., (U.S.) 3 cs., (It.) 80 cs.

Pharmaceutical Chemicals, etc.

A MODERATE volume of business continues to be transacted in this market. Prices are holding up very well under controls. It is reported that a convention has been fixed up to control vanillin. Tartaric acid is a little healthier, while cream of tartar is still moving to cheaper values. Aspirin and phenacetin are quite steady.

ACETANILIDE continues steady at 1s. 4¾d. to 1s. 6d. per lb., as to quantity, for B.P. crystals and powder.

ASPIRIN.—This market is holding quite steady, and a moderately good volume of business is being done: home trade, 10 cwt., 2s. 7d.; 5 cwt., 2s. 8d.; 1 cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions, 10 cwt., 2s. 7d.; 5 cwt., 2s. 8d.; 1 cwt., 2s. 8½d., and less than 1 cwt., 2s. 9d. per lb., f.o.b.; export to other destinations unchanged.

BARBITONE continues unchanged on a steady market at 7s. 3d. to 7s. 9d. per lb., as to quantity.

BENZOIC ACID (B.P.) is steady, and inquiry is fair: quantities, ex works, about 1s. 10½d.; spot parcels, from 1s. 11d. per lb., ex store.

BROMIDES.—These items are about unchanged: business is limited while sales prices are keen; ammonium, 1s. 8¼d. to 1s. 8¾d.; potassium, B.P. crystals, 1s. 4½d. to 1s. 5d.; granular, about 1s. 4½d.; sodium, B.P., 1s. 7d. to 1s. 8d. per lb., as to quantity; makers' and dealers' prices are competitive.

CALCIUM LACTATE continues to be quoted at 1s. 1½d. to 1s. 3d. per lb., as to quantity.

CHLORAL HYDRATE is very steady as quoted by makers at 2s. 11½d. to 3s. 1½d. per lb., as to quantity and packing: foreign, on spot, 3s. 3d. per lb.

CITRIC ACID (B.P. crystals).—There is no improvement in demand to record: spot offers of foreign remain at about 1s. 1d. to 1s. 1¾d. per lb., less 5 per cent., as to quantity. British makers quote 1s. 1½d. per lb., less 5 per cent. discount.

CREAM OF TARTAR.—There is a slightly easier tone, but business seems to have been a little better: foreign (99 to 100 per cent. powder), on spot, 84s. 6d. to 85s. 6d. per cwt., less 2½ per cent.

CREOSOTE (B.P.) is unchanged on spot, with dealers quoting at 1s. 8d. to 1s. 9d. per lb., as to quantity.

CREOSOTE CARBONATE remains dull: dealers offer spot from 5s. 9d. to 6s. per lb., as to quantity.

GUAIACOL CARBONATE is seldom inquired for: dealers' spot prices are 4s. 4d. to 4s. 8d. per lb., as to quantity.

HEXAMINE.—A fair volume of business continues, but competition is keen: quoted from about 1s. 10d. to 1s. 11d. per lb., and a shade less for large contracts.

LACTIC ACID (B.P.) is steady at the controlled prices of 1s. 11d. to 2s. 1d. per lb., as to quantity and packing.

METHYL SALICYLATE (B.P.) is one of the best features of this market: quoted from 1s. 3d. to 1s. 5d. per lb., as to quantity.

METHYL SULPHONAL is dull, but spot values are about steady at 12s. 7d. to 13s. 10d. per lb., as to quantity.

PARAFORMALDEHYDE is unchanged with prices for 100 per cent. powder ranging from 1s. 5¼d. to 1s. 7d. per lb., as to quantity: the lower price is for not less than two or three tons.

PARALDEHYDE is unchanged at 1s. 1d. to 1s. 3d. per lb., as to quantity and packing.

PHENACETIN is very steady and a fair business is moving: crystals, 3s. 8d. to 3s. 10½d. per lb., as to quantity, with powder 1½d. per lb. more.

PHENAZONE is rather quiet, but prices are holding about steady at 6s. 11d. to 7s. 3½d. per lb. for crystals, with powder 1½d. per lb. more.

PHENOLPHTHALEIN continues unsteady owing to competition in the region of 5s. 3d. to 5s. 9d. per lb., as to quantity.

RESORCIN is quiet and unchanged at 2s. 11d. to 3s. 2d. per lb., as to quantity.

SALICYLIC ACID (B.P.) is well held at makers' prices of 1s. 5d. for 10 cwt. up to 2s. per lb. for 1-lb. parcels.

SALOL has been slow of late, but prices are steady at 3s. 7½d. to 3s. 10½d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE remains slow of sale with dealers offering spot at about 8s. 9d. to 9s. per lb., as to quantity.

SODIUM SALICYLATE (B.P.) is steady at Convention rates: home trade, powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; 10 cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 2d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals one penny per lb. more; export prices to all destinations are unchanged.

SULPHONAL is steady on spot at 10s. 1d. to 11s. 2d. per lb., as to quantity: business remains small.

TANNIC ACID (B.P. *leviss*) continues unchanged, and prices are well held: quoted from 2s. 8d. to 2s. 10d. per lb., as to quantity.

TARTARIC ACID (B.P. crystals).—The recent slight improvement is being maintained with spot prices at about 11¾d. to 1s. per lb., less 5 per cent., for foreign: Continental offers for forward delivery are well held from 1s. per lb. c.i.f., less 5 per cent. British makers quote 1s. 0½d. per lb. less 5 per cent.

TERPIN HYDRATE is unchanged with the market dull: quoted from 1s. 4d. to 1s. 6d. per lb., as to quantity.

THYMOL does not show much life, and the market is unsteady: fine white synthetic, 7s. to 7s. 4d. per lb., as to quantity: ex ajowan seed, 7s. 9d. per lb.

VANILLIN.—Reports are to hand of the formation of a Convention which will control prices and sales of both

clove oil material and ex guaiacol. The scale of prices has not yet been officially notified, and it is not unlikely that some further changes will take place, probably to higher rates. The prices at present in circulation are as follows: —Ex clove oil, one ton, 13s.; ten cwt., 13s. 6d.; five cwt., 13s. 9d.; one cwt., 14s.; ex guaiacol, one ton, 11s. 9d.; ten cwt., 12s.; five cwt., 12s. 3d.; one cwt., 12s. 6d. It may be possible to either confirm these new values or advise further alterations in next week's report.

Industrial Chemicals, etc.

London, January 28.

THE general tone of the market continues slow with quoted prices on a steady level. In isolated instances competition is tending to weaken the position. ACETIC ACID is unchanged on quotation with a moderate business passing: 80 per cent. technical, £36 5s.; 80 per cent. pure, £37 5s. per ton, in barrels; glacial, pharmaceutical, 99-100 per cent., £58 per ton, in glass demijohns; glacial, in barrels, £47 per ton, carriage paid in U.K. ACETONE.—The market continues "open," but prices are being held in the region of £60 to £62 10s. per ton, for B.G.S. in drums, ex store. ARSENIC.—Well sustained firmness prevails, and the tendency is again harder. White Cornish is very scarce, and held for about £19 f.o.r. mines. Belgian has been offering to this side at £17 15s. up to £18, and high-grade Mexican is £17 10s. per ton c.i.f. Liverpool. COPPER SULPHATE.—The export demand is still quiet, and at any rate less than might be expected at this season, but terms of British makers are steadily held at fully £21 per ton for casks, f.o.b., less 5 per cent. discount. FORMALDEHYDE continues in moderate demand with the market competitive: 40 per cent. by volume, £30 10s. for ton lots and lower prices for larger quantities. ISOPROPYL ALCOHOL meets with the usual business, with the market steady: reliable quality, 10s. 6d. to 11s. per gallon, in drums, carriage paid; lower grades at cheaper prices. OXALIC ACID continues to be quoted at about £31 10s. per ton for quantities: small lots, from 32s. per cwt., ex store. POTASH CARBONATE is called for occasionally: dealers' quoted prices are maintained at £27 10s. per ton for quantities cent., £25 10s. per ton, in casks, ex store; less for contracts. POTASH CAUSTIC is unchanged at Convention rates, but business is far from brisk: 88-92 per cent. solid, £29 10s. to £34 10s. per ton, in drums, ex store; 30s. per ton less c.i.f. in all cases. POTASH CHLORATE is very dull, but prices are maintained at £27 10s. per ton, for quantities and from 3¼d. per lb. for small lots, ex store. POTASH PERMANGANATE is dull, dealers quote quantities of commercial quality in two-cwt. drums at 4¾d. per lb., ex store. SALTCAKE is a shade cheaper this week with bulk quantities for home trade at 52s. 6d. to 55s. per ton, delivered. SODA ACETATE, on a slow market, is slightly easier with spot offers at about £18 to £18 2s. 6d. per ton, in casks, ex store. SODA CHLORATE is steady but business is very slow: quantities, £26 5s. per ton; small lots, from 3d. per lb., ex store. SODA HYPOSULPHITE.—As quoted the market is easy and on the quiet side: pea crystals, in 1-cwt. kegs, about £15; commercial quality, £9 2s. 6d. per ton, in casks, ex store; makers' price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's station. SODA SULPHIDE is a quiet market, and prices are unsteady: 60-62 per cent. solid, about £9; broken, £10 per ton, in drums, ex wharf.

Fixed Oils, etc.

MOST products in this market continue in poor demand, but after the prolonged spell of weakness and falling values there is a tendency towards some recovery. Business, however, as a whole, is still far below normal. ACID OILS are dull but steadier: coconut and/or palm kernel, 20s. 6d.; groundnut, 17s. 6d.; soya, 16s. 9d. per cwt. c.i.f. CASTOR.—Market shows a slight recovery but is dull: pharmaceutical, 39s.; first pressings, 35s.; second pressings, 32s. per cwt. spot, in barrels, in not less than one-ton lots. COCONUT remains quiet: deodorised, about 36s. 6d.; Ceylon, 24s. 3d. c.i.f. COTTON is quiet and easier: deodorised, 26s. 6d.; common edible, 24s. 6d.; soapmaking, 22s.; crude, 21s. 6d. spot. GROUNDNUT remains dull but is fairly steady: deodorised, 31s. 9d. spot; crude Oriental, 22s. 6d. c.i.f. PALM KERNEL.—Business has been slow: deodorised, 35s. 6d.; crude, 26s. 6d. spot. PALM.—Values have held steady during the week, although business has been limited: Lagos, 20s. 6d.; softs, 20s. 6d.; mediums, 19s. 6d.; hards, 20s. 6d.; bleached, 23s. spot. RAPE dull but fairly steady: refined, 33s.; crude, 31s. 6d. spot. SOYA is dull and much easier: deodorised, 27s. 9d.; crude, 19s. 6d. spot. LINSEED (raw, naked).—The market shows some tendency towards recovery, with prices for all positions much steadier: on spot, 17s. 6d.; February, 16s. 4½d.; February-April, 16s. 4½d.; May-August, 16s. 7½d.; September-December, 17s. 3½d. Boiled oil on spot, 21s. 6d. TURPENTINE.—The market has been somewhat reactionary, but fluctuations were small. American advices were the turn easier, and demand here is rather spasmodic. Spot spirit is quoted 35s. 3d., and February-April 35s. 9d. Last week's deliveries were 1,441 barrels, making a total since January 1 of 5,706 barrels, this comparing with 6,475 barrels a year before. Stocks were reduced to 52,162 barrels, which, together with the small quantity in the course of landing, made the London visible supply 53,162 barrels, against 36,832 barrels at the same date last year. RESIN has been dull, although American reports were somewhat better, stating that stocks had been reduced a little. On this side buyers were shy. C.i.f. terms are as follows: American B 9s. 7d., D 10s. 1½d., F/G 10s. 11½d. to 11s. 0½d., M 12s. 1d., N 13s. 0½d., W/G 16s. 3½d., and W/W 17s. 9½d. French was neglected, with F/G quoted at 10s. 10½d., W/G 12s. 3d., and W/W 12s. 6d. to 12s. 7½d. c.i.f. to arrive. WOOD.—Hankow in barrels on spot is quiet at 37s. 6d. per cwt. spot.

LUBRICATING, MINERAL, BURNING OILS, ETC.—The spot position shows practically no change on the week, with business still very much on the quiet side. The shipment for some lubricating oils is slightly steadier, but the spot position continues dull and easy. BENZOL continues fairly active, with the market very steady: standard motor, country, 1s. 5d.; London, 1s. 5½d. per gallon, ex works, in tank wagons. FUEL OILS are steady, with the market quiet: 950 gravity, £3 5s.; 890 gravity, £3 17s. 6d. per ton ex tank. PARAFFIN OILS are unchanged: American standard white, 11½d.; water-white, 1s. 0½d. per gallon, barrels free, ex wharf. PARAFFIN WAX and SCALE.—Wax is unchanged and dull from 1¾d. to 4¾d. per lb., according to melting point, in bags. Scale is offered for shipment at about £12 per ton c.i.f. U.K. port. WHITE OILS continue easy, with the market slow: special No. 1, £24 5s.; No. 1, £23 5s.; No. 3 half-white, £20; No. 4 half-white, £18 per ton, drums and barrels free, ex wharf. SOLVENT NAPHTHAS continue steady, with the market quiet: 90 to 160, 1s. 2d.; heavy 90 to 190, 1s. 0½d. per gallon naked at works. PETROLEUM JELLIES are quiet and unchanged: white to snow-white, £35 10s. to £44 10s.; amber and yellow, £18 to £22; dark stiff green, £10 12s. 6d. per ton, barrels free, ex wharf. LUBRICATING OILS continue quiet and easy as quoted: on spot, pales, £9 5s. to £20; reds, £10 7s. 6d. to £20; dark cylinders, £9 15s. to £22; filtered cylinders, £17 to £22 per ton, less 2½ per cent., ex wharf. SOLUBLE OILS and CUTTING COMPOUNDS continue from £20 to £28 per ton net. No. 1 RUSSIAN OIL is unchanged at about £14 per ton, less 2½ per cent., barrels free, ex wharf.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," January 7, 1931.)

"VOCA"; for cough pastilles (3). By T. Kerfoot & Co., Ltd., Oldham Road, Bardsley, Lancashire. 515,884.

"MASCOT" with picture of hand above the words "THE LITTLE FINGER-TIP DOSE"; for liquid inhalants (3). By T. Harley, 55 South Methven Street, Perth, Scotland. 517,216. (Associated.)

"GRAFLEX"; for photographic apparatus (8). By The Folmer Graflex Corporation, 154 Clarissa Street, Rochester, New York, U.S.A. 518,006.

"ROTEX"; for powder boxes (14). By The Dubarry Perfumery Co., Ltd., Hove Park Villas, Hove. 514,330.

"TONICON"; for malt preparations (42). By The Tonicon Co., Ltd., Kingsbury House, King Street, St. James's, London, S.W.1. 508,483.

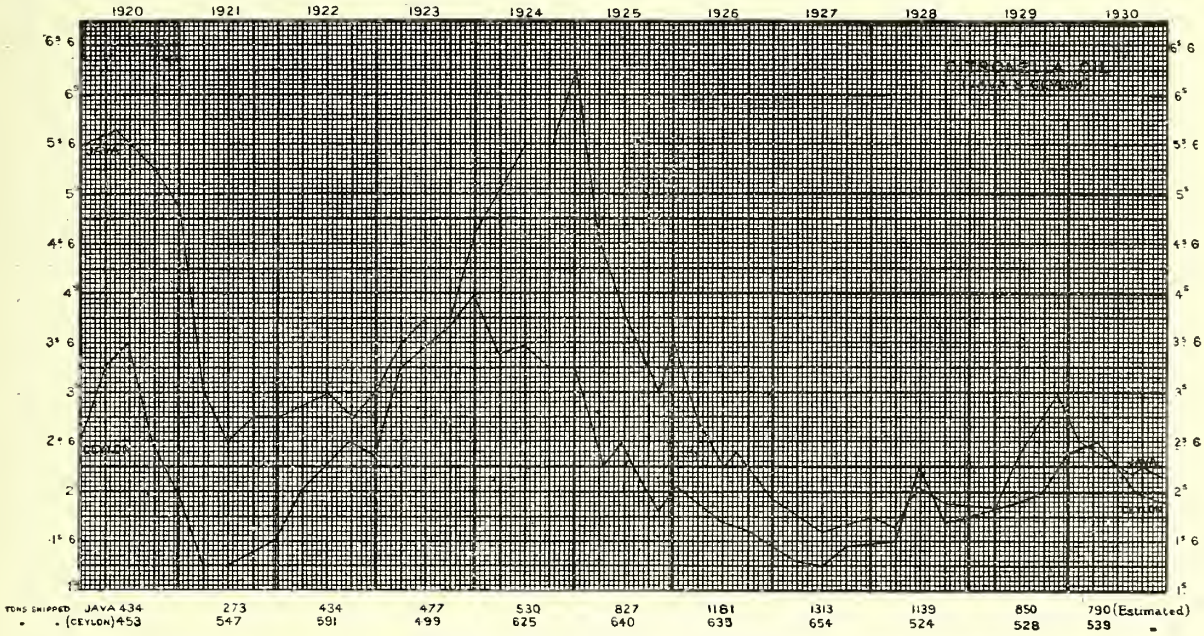
"SIONON"; for food substances (42). By Bayer Products, Ltd., 31 to 34 Basinghall Street, London, E.C.2. 518,456.

"MAKTOR"; for perfumery, etc. (48). By Maktor Safety Razor Co., Ltd., 80 to 86 Regent Street, London, W.1. 515,683. (Associated.)

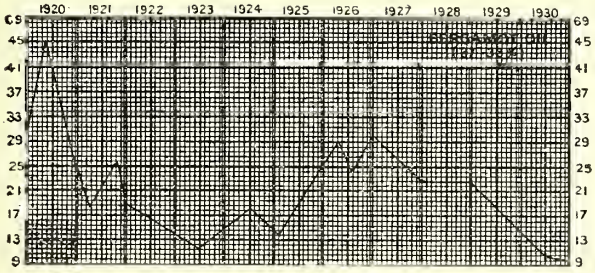
"TEENENE"; for creams, powders and lotions (48). By June Long, 209 Westbourne Grove, London, W.2. 517,631.

Essential Oil Charts

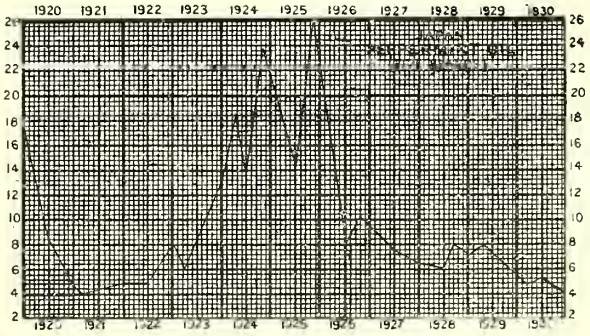
R. C. TREATT & CO., LTD., 11 Hart Street, Mark Lane, London, E.C.3, have issued their annual chart of price movements of essential oils during the past ten years. They comprise Java and Ceylon citronellas, bergamot, bois de rose (Cayenne), cassia, geranium (Bourbon), lavender, lemon (Sicilian), lemongrass, lime and Japanese peppermint oils. Some interesting fluctuations are shown, particularly in lemon and Japanese peppermint oil. The substantial decline in lemon oil in 1929-1930 is remarkable—from 18s. to less than 4s. per lb. Japanese dementholised peppermint oil over the past five years has even suffered a bigger decline—from 26s. to 4s. per lb. The chart, which is revised up to the end of 1930, is printed in red and black ink. It is mounted on a stiff varnished card for hanging.



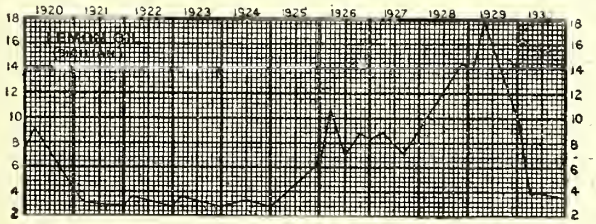
CITRONELLA OILS (JAVA AND CEYLON)



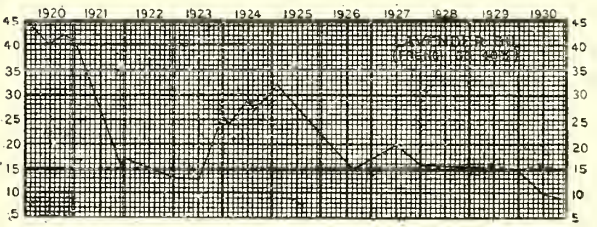
BERGAMOT OIL (37-38 %)



JAPANESE DEMENTHOLISED PEPPERMINT OIL



SICILIAN LEMON OIL



FRENCH LAVENDER OIL (38-40 %)

London Spot Prices in Shillings per Pound

Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

Pharmacy and Poisons Bill

SIR,—A great fuss is being made by the Society of the fact that they expect to secure to chemists under this Bill the privilege of a dispensing monopoly. The same bait was used when the N.H.I. terms were first suggested; we were to become the "nation's dispensers," and some of us paid pretty heavily for it the first two years! What dispensing is it that is supposed to constitute the present bait? Presumably that done by the drug stores—at the cost of £5 per shop!—

Yours, etc.,
X. Y. Z. (21/1).

SIR,—The provision which more than any other item in this Bill seems to produce a feeling of intense irritation among pharmacists is that dealing with the registration fee for shops; the compulsory membership with its annual fee does not appear to arouse so much opposition, but when it comes to paying an annual fee for the registration of business premises, we are asked to pay annually a fee of not more than £3 for the privilege of carrying on what we now have a legal qualification to do, and failure to pay will bring the loss of the right we have already earned and paid for. We have been told that the £2 and £3 fees are the maximum amounts and not necessarily the sums which will be imposed; but all official and semi-official bodies invariably find ways and means of spending all the money available and then crying for more, so that I quite expect to have to pay £5 a year to be allowed to keep my shop open if this clause is passed. "R." says that the protection of titles is worthless; it will depend on what is considered a protected title. One would expect "pharmacy" to be the first on the list, and I should think others should include "drug stores," "chemists' sundries," and even "medicine vendors." If so, what is the present drug-store proprietor to call himself or his premises? He must have some title to describe him to his customers; and if that title does not connect him with drugs, he loses his principal asset. One of the Society's amendments requires that dispensing in doctors' surgeries shall be done by or under the supervision of a chemist or by or under the supervision of the medical practitioner; but even if the amendment is accepted by the Government, I do not see how it is to be enforced, as there is no provision for the inspection of surgeries, and the term "supervision" has yet to be satisfactorily defined.—Yours truly,

TITULAR (27/1).

A Walsall Disclaimer

SIR,—At a meeting of the above Branch on January 26, I was instructed to send you a copy of the following resolution:—"That the secretary write to THE CHEMIST AND DRUGGIST, and dissociate this Branch from the report of the Birmingham meeting" (*C. & D.*, January 24, p. 101). The objection is based on the fact that the resolution carried at the Birmingham meeting did not reflect the opinion of the Walsall Branch.—Yours faithfully,

J. H. SPENCER.

Walsall.

West Australian Sandalwood Oil

SIR,—I have noticed in THE CHEMIST AND DRUGGIST of November 29, 1930 (p. 674), an abstract of a paper read by Mr. J. R. Walmsley, at Manchester. With the bulk of this I am not concerned, but there is a short section dealing with West Australian sandalwood oil which calls for comment, as Mr. Walmsley mentions me twice by name and attributes to me statements I have never made. He writes:—

> "In the 'Pharmaceutical Journal,' Dr. May stated that distillation methods had improved, that the fusanols had been eliminated, and that it was now equal to B.P. oil."

As Mr. Walmsley refrains from giving any reference to the volume and page of my article in that publication I should like to state that it appeared on pages 368-369 in the issue of April 21, 1928. I will, however, venture to quote the conclusions summarised at the end of the article.

"1. West Australian sandalwood is now obtainable in good standard quality closely resembling the East Indian oil, and very different from the oil described by the earlier workers.

2. There is insufficient evidence yet as to whether the alcohols are identical with the santalols of East Indian oils or not, but they at least show a striking resemblance.

3. The oil is therapeutically in no way inferior to East Indian oil, and according to many authorities is actually superior."

The only one of these conclusions which needs any modification is the second one, which can now be made more positive as it has been shown by Penfold that West Australian oil does actually contain santalol.

Since Mr. Walmsley does not seem able to refer to an easily verifiable printed document without garbling it, one need not be surprised to find that the rest of the section dealing with West Australian sandalwood oil consists of a series of absolutely distorted statements, which give the impression that he is quite lacking in any first-hand knowledge of the subject. It seems desirable, however, to correct some of the statements made by Mr. Walmsley. There is no justification for his singling out Finnemore's paper of 1925 as being particularly authoritative, as it did not even claim to record any original work, and was merely a compilation of previously published work, a good deal of which has subsequently been refuted. It would have been far more to the point if Mr. Walmsley had drawn attention to papers such as that of Perrot, which described actual detailed investigation of the oil, and have been published within the last four or five years. Next comes the reference to my own work in which the statement is made that according to me the fusanols have been eliminated. What I did say was that the alcohols actually isolated by me did not have the properties of so-called fusanols described by Rao and Sudborough. I never suggested that the oil was "equal to B.P. oil"—whatever that may mean. The figures given by me plainly show that the oil I examined did not satisfy the requirements of the B.P. for East Indian sandalwood oil. What I did say was that the West Australian oil was therapeutically as important as, or better than, the East Indian oil—a statement based on the only possible foundation for such a remark, namely, clinical test and not a real or imagined likeness in chemical or physical characteristics. Mr. Walmsley then explains how it is that a statement that the "alcohols calculated as santalol" does not actually mean that they are present as santalol, and he puts this point quite clearly. I myself emphasised this point in a letter to the "Pharmaceutical Journal" of February 23, 1929 (page 192), but Mr. Walmsley seems to have overlooked the fact that this argument applies also to the East Indian oil, and that the amount of actual santalol in that oil is also unknown. He then refers in this connection to some work on the examination of the rotation of a very large number of samples of East Indian oil, but fails to explain what this has to do with the alcohol content of the West Australian oil. As a matter of fact, the Australian oil is usually described as containing over 90 per cent. of alcohols, calculated as santalol, and a similar form of description used to be applied to the East Indian oil, but I notice that the agents for the Mysore Government are now advertising the East Indian oil as containing over 90 per cent. of actual santalols. There is no justification whatever for such a statement, as the argument put forward by

Mr. Walmsley applies to the East Indian oil also, and though alcohols present in that oil are chiefly santalol, there is no proof whatever that the santalols themselves comprise over 90 per cent. of the oil. I also notice that Mr. Walmsley repeats the oft repudiated libel that the West Australian oil is an artificial concocted article made to pass the B.P. tests and to masquerade as B.P. oil. He seems to be unaware of the convincing repudiations of these statements which have been published, and that most of the West Australian sandalwood oil sold in this country is guaranteed by the West Australian Government to be derived entirely from the one source—*Santalum spicatum*, or *Eucarya spicata*, as Mr. Walmsley prefers to call it. Finally, Mr. Walmsley contradicts his own interpretation of the meaning of alcohols calculated as santalol, where he states that the B.P. requires the oil to contain 90 per cent. of santalol. It does nothing of the kind; it merely states alcohols calculated as santalol.—Yours truly,

PERCY MAY.

A Stab in the Back

SIR,—For many years I have done business with "my grocer," and when I reckon up must have spent hundreds of pounds with him I have known, of course, that all this time he has sold many things which, strictly speaking, are chemists' lines, but I was hardly prepared for the literature he has lately sent to many of my customers. This is a list of remedies packed under the names of forty-one of the leading patent medicines; attention is called to the large profits made out of patent medicines—all of which can be saved by purchasing a preparation at 6d. Analyses are given of the patents on the list and corresponding formulas of the 6d. pack. What I personally dislike is the implied suggestion that someone is making large profits out of patent medicines, whereas an analysis of production, advertising and distribution costs would show that these are fairly well spread out, and where a Government stamp is used 20 per cent. of the retail value of a 1s. 3d. article goes to the State. Also, there is something to be said for style and elegance of presentation. What, may I ask, can be packed up in the way of syrup of figs (reliable) to sell at 6d.?

Yours faithfully,

PHARMACIST (28/1).

Window Displays

SIR,—The struggle between various trades to secure the margin of public spending power over and above the absolute necessities of life grows fiercer, and one wonders whether the chemist is exploiting pharmacy to the utmost, and if the most is being made of counter and window space. We all know the great pull a window display of one line has, and if any doubt exists on this point a glance at the displays the big stores make will quickly dispel it. The chemist has so many items which he must stock, and few that will pay for a solo display, which makes the latter a very difficult matter. There is, however, a way in which the single-display idea can be successfully carried out, and that is by the exploitation of a drug or chemical in general use, such as thymol, carbolic acid, iodine, etc. The public regard tincture of iodine as an external application only, and an opportunity exists here to educate the public as to its general use in medicine. Iodised throat tablets, iodised blood tonic, tooth-paste, liniment and similar preparations would combine the advantages of a solo display with the sales possibilities of a multiplicity of lines. Doubtless the wholesale houses would respond to any call chemists made for help in this direction.—Yours, etc.,

ALTRINCHAM (23/1).

Gift Schemes

SIR,—There seems still to be a division of opinion between manufacturers, wholesalers and retailers as to the wisdom or otherwise of free gifts to the public for coupons from cigarettes and other consumable articles. There is sound reasoning in all the arguments both for and against the practice; but the retailer can honestly do nothing but condemn the practice in general, and particularly should he raise his voice in protest when the gifts take the form of branded articles identical with those which he seeks to sell over the counter. Some manufacturers have wisely notified us that in view of the opposition they are ceasing to supply their products for the purpose of gifts, but there are many important houses who have not yet learnt their lesson. I earnestly suggest to your readers that they pursue this matter of opposition persistently and with vigour until no branded goods which we stock appear on the gift lists. Let us, when the traveller comes round shortly for our order for box cameras, resolutely refuse to take into stock another single camera of any maker who will not promise to discontinue to give away his wares. . . . Let camera makers make cameras and films for the cigarette merchants if they get the orders and employ the workers, but let them understand that these articles must not be branded with their name nor be attributed to them in the scheme of publicity for the coupons. We must not be dragooned by these big people into playing second fiddle in the matter of the distribution of branded goods. In spite of newspaper advertising and in conjunction with it, the dealer has made these people and their brand names famous. We do not deserve nor will we tolerate the loss of our share in the benefits which accrue. Cameras are the most flagrant and topical example at the moment. There are other articles which the dealer should similarly treat.

Yours faithfully,

B. R. A. (26/1).

SIR,—Mr. H. Long, discussing gift schemes (*C. & D.*, January 17, p. 81), speaks of the necessity for collective action; such action is probably maturing, though not among chemists. The National Chamber of Trade has pronounced against coupon gift schemes, and some trade associations are already opposing such advertising methods. The one instance in which there might be something to be said for coupons gifts is the case of the premium cameras, and in this scheme there is the undoubted fact that every camera given away brings a new customer to some photographic dealer for spools and D. and P. work or materials. The scheme has to a large extent killed the sale of the cheap box-form camera, so that in any analysis this loss of trade would have to be set off against the increased sale of films and finishing, but I doubt if these cheap cameras were sold in the quantities in which they have been distributed in exchange for coupons, as these have reached an entirely new class of customer. The trouble is whether one can dissociate the premium camera from any of the other types of coupon schemes; if we endorse one, must we not endorse all?

Faithfully yours,

SERVIZIO (26/1).

Our Friend the Traveller

SIR,—The letter of "Retailer" (*C. & D.*, January 3, p. 29) refers to the various ways in which the "regular" commercial traveller can help his chemist customers, such as recommending assistants or giving information of businesses for sale. Unfortunately this old type of representative seems to be passing, and it is not, to my mind, so much the fault of the gentlemen of the road themselves as that of the conditions under which many of them have to work. Many of the old-established firms in these days have been absorbed by combines, and the travellers are answerable to a sales manager whose energies are devoted to getting immediate returns; further, they often have to work on a system of "basic sales," which they are supposed to improve on every journey, a condition which it is not always possible to fulfil, especially in these times. Naturally, when they enter a shop they endeavour to make an immediate sale, the larger the better, and with the fear of the sales manager behind them often with undue persistence; it is not surprising that a chemist sometimes becomes a little "short" in his manner of refusal, while he will welcome the older type and save up for him any orders that may be going.

Yours, etc.,

VOYAGEUR (12/1).

Dispensing Notes and Difficulties

Dispensing of Cholesterol

SIR,—We shall be glad if you could give us some hints as to the dispensing of cholesterol in a mixture.

Yours faithfully,
W. S. (23/1).

[Cholesterol $C_{27}H_{46}O$ is an unsaturated alcohol, with a melting point of 147° C. It is insoluble in water, but, like fats and waxes, quite soluble in chloroform, ether, acetone, etc. It is dissolved by volatile and fatty oils, and also in aqueous solutions of bile salts. It is not acted on by cold or boiling concentrated alkaline solutions. It appears as fine, flaky, pure white crystals. It is dispensed by rubbing down with compound tragacanth powder and mixing with water. It is no advantage to dissolve in olive or other oil before emulsifying. A satisfactory mixture is the following:—

Cholesterol	gr. 64
Pulv. tragacanth. co.	gr. 30
Glycerin.	ʒiv.
Aq. chlorof. ... ... ad	℥iv.

Cholesterol may be prescribed in cachets or pills. Pills may be made using pulv. acaciæ gr. 1, pulv. tragacanth co. gr. ¼, or a little sugar of milk and pulv. acaciæ co., to make a white pill. In mixture form compound powder of tragacanth is by far the best suspending agent. Care must be taken to rub the crystalline substance to a very fine powder. After standing the cholesterol rises to the top, but is easily distributed again. One drachm of cholesterol with two of liquid paraffin and emulsification by the 4.2.1 method gives a perfect cream mixture which may be preferred by some physicians.

Legal Queries

J. A. M. (16/81) will receive a reply to his inquiry if he will furnish his name and address.

N. J. S. (28/1).—The use of the titles "Influenza and Cold Mixture" and "Neuralgia and Tic Mixture" renders the articles liable to medicine-stamp duty.

Manicure (22/1).—The course you propose would be illegal, since, apparently, you do not appreciate the difference between dispensing and compounding. According to the course suggested by you, the medicines would be compounded by the pharmaceutical chemist, but they would be dispensed by you, a registered druggist, and you would, therefore, render yourself amenable to prosecution by the Pharmaceutical Society of Ireland.

G. H. T. (17/1).—The use of the title "Cough Syrup" and the reference to "cough" on the label render the article liable to medicine-stamp duty. If you wish to sell it unstamped as a "known, admitted and approved" remedy it will be necessary to comply with the recent Order of the Board of Customs and Excise (*C. & D.*, March 8, 1930, p. 300, and *C. & D. Diary*, 1931, p. 329), which requires the publication of the full formula, with amounts, together with the words "no proprietary rights are claimed in the preparation of this medicine," to be printed on the label itself and also on the carton or wrapper, if any.

J. O. (12/1) is the landlord of a house the tenant of which is enjoying the protection of the Rent Restriction Acts. The tenant pays an inclusive rental covering rent and rates. The rates for the current year are 9d. in the £ above those charged for the previous year. Is "J. O." entitled to claim this excess from the tenant. [If, as we assume, "J. O." pays the rates on the property, he is entitled to increase the rent to the extent of the amount by which the current rates exceed those charged in August, 1914. He will, however, have to give notice of the increase to the tenant in the manner prescribed in the Acts.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

L. S. (23/8).—NEURITIS CAPSULE.—This consists of a cream-coloured soft paste contained in a small capsule. It presents the essential features of the phosphorus pill of the B.P.

W. R. (13/8).—GREYHOUND STIMULANT.—The characters of this preparation indicate obviously wine containing meat extract as suggested, in which it is difficult to detect any active principle without systematic analysis. Ether extracts a very small quantity of a bitter principle, which may be a homœopathic dose of nux vomica. S.g., 1.044; total solids, 19.3 per cent.; ash, 2.6 per cent.

P. W. (23/8).—FIRE EXTINGUISHERS.—Fire extinguishers may be divided into four classes: (*a*) soda and acid; (*b*) carbon tetrachloride; (*c*) foam blanket; (*d*) powders. In regard to (*a*), the solution of sodium bicarbonate is contained in a pressure-resisting vessel and sulphuric acid in an internal vessel in such a way that they can be mixed when desired. (*b*) Purified carbon tetrachloride forms the basis if not the entire contents of a large number of chemical fire extinguishers carried on motor-cars to-day. (*c*) Foam-blanket extinguishers involve the bringing together of a solution of sodium bicarbonate and a solution of aluminium sulphate. To this solution certain organic materials, such as liquorice or saponin, are added to act as foam formers and stabilisers.

L. B. C. (Penang).—The preparations you require can be made as follows:—

Blush Cream

Ac. stearic.	ʒiij.
Liq. ammon. fort.	♏xxv.
Sapo. animalis ...	ʒss.
Aq. dest.	℥iij.

Make a stearate cream, add sufficient muguet concentrate or similar perfume, then incorporate intimately:

Alloxan	gr. j.
Aq. dest.	ʒj.

Fatty Cream

Use a good cold cream with ½ gr. alloxan to the ounce of cream.

Blush Lotion

Alloxan	6 gr.
Glycerin	1 oz.
Menthol	2 gr.
Eau de Cologne ...	1 oz.
Water	to 20 oz.

R. I. (21/18).—WORMS ON LAWNS.—A cheap and effective worm-killer for use on lawns, golf and bowling greens is a solution of copper sulphate (1 lb.) in water (50 gall.) applied at the rate of ½ gall. per square yard. This may occasion slight browning, but the effect will wear off in a week or ten days. A small amount of ammonium sulphate can be incorporated if desired, and in that way worm-killer and fertiliser are applied at the same time. Worm-killers are most effective if applied on a warm, muggy day when the worms are near the surface.

Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," January 15, 1881

An American Commercial Training College

The "Scientific American" publishes sketches and descriptions of the various departments of a large institution in New York. . . . It is intended to train youths, practically and theoretically, for a business career, especially qualifying them for situations as accountants, banking clerks, and so on. The course of instruction appears to occupy some six months altogether, the students passing in that time through all the stages of a probable career in a merchant's or a banker's office. . . . It would almost seem that an institution of this kind, conducted on a complete scale, would find room for its operations in such a city as London.

THE CHEMIST AND DRUGGIST

COMMERCIAL COMPENDIUM

deals with the trade side of pharmacy

[Commenced *C. & D.*, July 5, 1924]

Teel seed.—*See* Sesame.

Temperature is defined by the O.E.D. as "that quality or condition of a body which in degree varies directly with the amount of heat contained in the body, and inversely with its heat capacity." It is the condition determining the direction of the flow of heat when two bodies at unequal temperatures are placed in contact; heat passes from the hotter to the cooler body, irrespective of the amount of heat in the two. In terms of the kinetic theory the molecules of a hot body are vibrating more vigorously than the molecules of a cooler body. Temperature is measured in degrees on an arbitrary scale. The earliest scale to be adopted was that of Fahrenheit (1714), who took as his zero the lowest temperature he could obtain with ice and salt. For scientific purposes the Centigrade scale is invariably employed, while on the Continent Réaumur's scale is widely used; this scale has the freezing and boiling points of water at 0° and 80° respectively. The three scales are interchangeable by means of the formulæ $F=\frac{9}{5}C+32=\frac{9}{4}R+32$, where F, C, and R represent, respectively, degrees on the Fahrenheit, Centigrade and Réaumur scales. The most satisfactory scale is afforded by gases which contract with considerable uniformity by $\frac{1}{273}$ of their volume at 0° for each 1° C. fall in temperature. At −273° C., therefore, the volume of a gas should be reduced to zero, supposing no change of state occurred during cooling, and this is the absolute zero of temperature. The ultimate standard temperature scale is a constant volume gas thermometer constructed to definite specifications which are internationally accepted. For ordinary temperature measurements mercury-in-glass thermometers are used. Their range of utility is limited by the boiling point of the mercury, about 360° C., and by the freezing point, −39° (approximately the same numerical value on both Centigrade and Fahrenheit scales). Mercury-in-glass thermometers are liable to several sources of error, the most important being a change in zero reading which takes place on heating to a high temperature. In such cases the zero reading should be taken immediately after the high temperature was observed. For low temperatures alcohol (freezing at −116°) or pentane (freezing at about −130°) are used; they are coloured with a dye in order to render the column visible. For higher temperatures gallium in quartz can be used up to about 1,000° C. (*See* Pyrometer.)

Temporary Backgrounds.—For seasonable displays it is often desirable to have a coloured or scenic setting in the window. There are many varieties of materials suitable for this purpose, and also standard settings in the shape of screens, panels and painted scenes on stiff paper. Crêpe paper is excellent as a temporary background for a seasonable display, for it is obtainable in folds or rolls at varying prices in almost every colour, and descriptive booklets of instructions on the best method of using it can be obtained from the firms specialising in this material. When arranging a window-back of crêpe paper it is advisable to start at one of the top corners, tack one strip only into position; then place the next strip, overlapping the first one about an inch. Fold over about an inch two or three times at the end of each strip; tack all the strips at the top; cut the crêpe paper off from four to eight inches longer than the space to be covered. Then, beginning at the same side at the bottom as when tacking the top, stretch down carefully and tack into place. When the window enclosure is covered by a temporary background it is generally advisable either to provide a means of access to the display by leaving one corner easily detachable, or else, to avoid the necessity for the removal of any goods from the window, by ensuring that adequate stocks of every class of merchandise on show are kept in the shop during the period of the display. Where the window is too small to permit of dressing from the inside, and thus makes it difficult to attach materials to the enclosure, the work may sometimes be simplified by nailing or tying laths across the top—concealed, of course, from outside view—and attaching the material to these. This is also a good plan where it is desired to reduce the display space by arranging the temporary background nearer to the plate-glass. One popular type of pictorial background consists of the reproduction upon special linen of photographs painted in natural colours, the pictures being either transparent and illuminated from the back, or in solid form as a complete background, panel or screen. Another method of producing scenic effects is by tracing a design or picture upon sensitised silk mounted on a frame and then squeezing through the silk oil paint of the requisite colouring. The possibilities of the use of window-dressing papers should not be overlooked. These are now produced in every conceivable form to represent both interior and exterior effects, such as bricks, stone walls wallpaper, panelling, and so on. For specialised displays of pharmaceutical products the scenic background can be used to particular advantage.

Tents, Laminaria.—*See* Laminaria Tents.

Terebene.—Terebene is mainly a mixture of terpenes of variable nature, produced by the isomerisation of the terpenes present in commercial turpentine oil. It is probable that a small amount of polymerisation products are also present. It may be prepared by treating well rectified turpentine oil with 5 per cent. of its weight of concentrated sulphuric acid, added in small amounts, the whole being well agitated, and no acid added whilst the temperature resulting from the previous addition of acid remains above 70°. After standing for 24 hours, after repeated shakings, the oil is separated, washed with a dilute solution of caustic soda, and distilled in a brisk current of steam. The distillate should be optically active, otherwise the treatment with sulphuric acid must be repeated. Terebene is a colourless mobile liquid of aromatic odour, somewhat recalling that of oil of limes. It has a specific gravity of 0.862 to 0.866. It gradually darkens on keeping, but may be rendered colourless again by treatment with caustic and rectification. It is a popular remedy for coughs, and is prescribed in cases of chronic bronchitis. It stimulates secretion by the respiratory mucus membrane.

Terminal Cost Accounts.—These are also known as contract cost accounts. They are a specialised system which deals with a specified contract or job, the cost being definite and terminating, e.g., ships, buildings, etc. (Also *See* Costing.)

Terpenes.—The terpenes consist of a number of isomeric substances of very varying compositions, and having the general formula $C_{10}H_{16}$. The perfumer's main concern with them is their elimination. First, their odour is very slight or of no perfume value. Second, they are far less soluble in alcohol than the oxygenated constituents of the oil. Thirdly, many of them are very easily oxidised or otherwise altered by exposure to air, light and moisture, and develop an objectionable odour. Amongst the most important of the terpenes are the following:—

α-PINENE, which is the most commonly occurring terpene, and which, in its dextrorotatory form, constitutes the bulk of American and several other turpentines. In its lævorotatory form it is present in French turpentine oil, and to a certain extent in hundreds of essential oils. The purest specimens of the three optical isomers that have been prepared have the following characters:—

—	Dextro-rotatory	Lævo-rotatory	Inactive
Boiling point ..	155—156°	155—156°	155—156°
Specific gravity ..	0.864	0.865	0.862
Refractive index ..	1.4656	—	1.4655
Specific rotation ..	+48.4°	−48.6°	±0°

The C.&D. Commercial Compendium

β-PINENE, more correctly known as nopinene, occurs in oil of hyssop and in most turpentine oils in association with α-pinene. Its approximate characters are: Boiling point, 164°; specific gravity, 0.866; optical rotation, −20°; refractive index, 1.4740. Varon states that the approximate quantities of α-pinene and β-pinene in various turpentine oils are:—

—	α-pinene	β-pinene
French oil	63 per cent.	37 per cent.
American oil	73 ,,	27 ,,
German oil	72 ,,	28 ,,

CAMPHENE is the only well-known natural terpene which is crystalline. Its characters are: Melting point, 50-52°, boiling point, 159-161°; refractive index, 1.4550 (liquid at 50°); specific gravity, 0.856 at 40°. It may be made artificially by converting pinene into pinene hydrochloride and then withdrawing the hydrochloric acid, when camphene results from a molecular rearrangement.

DIPENTENE, or inactive limonene, is a terpene occurring to a considerable extent in nature. In the form of limonene—mainly *dextro*-limonene—it forms the main constituent of several of the *Citrus* oils, especially lemon and orange. It also occurs to a marked extent in caraway and dill oils. Its characters are: Boiling point, 175-176°; specific gravity, 0.848-0.850; refractive index, 1.4745; optical rotation, +105° or −105°.

SYLVESTRENE is a terpene found on a considerable scale in Swedish and other turpentine oils. The purest specimens so far prepared had the following characters: Boiling point, 176-180°; specific gravity, 0.851; refractive index, 1.4757-1.4779; optical rotation, +60° to +80°.

PHELLANDRENE occurs in two isomeric forms, namely, α-phellandrene and β-phellandrene. They occur in several essential oils, especially eucalyptus oils and water fennel oil. The purest specimens yet isolated have the following characters:—

—	Dextro-α-phellandrene	Dextro-β-phellandrene	Lævo-α-phellandrene
Specific gravity ..	0.844 at 19°	0.852 at 20°	0.848 at 15°
Boiling point ..	175°	—	174
Refractive index	1.4732	1.4788	1.4769
Optical rotation ..	+40° 40′	+18° 30′	−84° 10′

TERPINENE is known in three forms, viz.: α-, β- and γ-terpinene, but only α- and β- terpinene occur naturally.

TERPINOLENE is rarely met with in nature, but forms a considerable proportion of the residues from terpineol manufacture. Pure terpinolene has the following characters:—Specific gravity, 20°, 0.854; refractive index, 1.4840; boiling point, 183-185°; optical rotation, ±0°. The only olefinic terpenes commonly found in essential oils are myrcene and ocimene. The former occurs in oil of bay, West Indian lemongrass oil, and a few others, whilst the latter occurs in certain types of basil oil. They have the following characters.—

—	*Myrcene*	*Ocimene*
Specific gravity	0.801	0.803
Refractive index	1.4700	1.4850
Boiling point	167°	172°

Terpeneless Oils.—A large number of essential oils contain appreciable quantities of terpenes, some, such as orange and lemon oils, containing as much as 90 per cent. of these bodies. Since terpenes are only slightly soluble in alcohol, and have little of the characteristic odour and flavour of the oils in which they occur, their removal from these oils appeared to be very desirable, and the idea was first put into practice on a commercial scale by Heinrich Haensel. To-day, terpeneless oils are manufactured on a very large scale, and those of lemon, orange and limes are, perhaps, the most important. Whilst the terpenes are usually the lowest boiling constituents of the oils, there are in some oils also sesquiterpenes, which are usually the highest boiling bodies present. If the latter are also removed, the finished oil is known as sesquiterpeneless—a term which indicates that both the terpenes and the sesquiterpenes have been removed. Modern methods of preparing soluble essences for the aerated water trade have been considerably altered by the introduction of these oils. There is, however, one disadvantage to be traced to the manufacture of terpeneless oils. In the lemon and orange industry, an enormous quantity of the terpenes which are distilled off *in vacuo*, accumulate, and as these oils consist to the extent of round about 90 per cent. of terpenes, the physical constants of the terpenes do not differ very greatly from those of the whole oil. It is no exaggeration to say that almost the whole of the terpenes of lemon and orange oils find their way back into commerce as adulterants of the pure oils. This has become so much the easier on account of the arbitrary standard of 4 per cent. citral laid down in the British Pharmacopœia, and it is an open secret that the greater part of the so-called B.P. lemon oil is pure lemon oil reduced to a 4 per cent. oil with lemon terpenes. The following are the characters of the more important terpeneless oils:—

Oil	Approximate concentration	Specific gravity	Rotation	Refractive index
Angelica ..	20	0.975 to 0.980	−1° to +1°	—
Bay ..	2	1.025 to 1.045	0° to −1°	1.526 to 1.528
Bergamot	2½	0.885 to 0.890	−6° to −10°	1.453 to 1.457
Calamus ..	3	0.900 to 0.915	−8° to −20°	—
Cardamom	2	0.943 to 0.956	+33° to +46°	—
Caraway ..	2	0.960 to 0.964	+58° to +60°	1.495 to 1.497
Cloves ..	1½	1.060 to 1.070	Nil	1.534 to 1.538
Coriander	1½	0.877 to 0.881	+8° to +10°	1.463 to 1.465
Dill ..	2	0.960 to 0.965	+52° to +62°	1.488 to 1.489
Ginger ..	10	0.880 to 0.890	+10° to +28°	1.471 to 1.486
Hop ..	8	0.935 to 0.950	−1° to +1°	—
Juniper ..	5	0.935 to 0.965	−4° to +4°	1.500 to 1.508
Lavender	2½	0.895 to 0.905	−7° to −9°	1.458 to 1.460
Lemon ..	20	0.893 to 0.899	−5° to −9°	1.477 to 1.481
Lemon (S-free)	25	0.900 to 0.905	0° to −3°	1.477 to 1.481
Lime ..	15	0.918 to 0.925	−1° to −6°	1.479 to 1.481
Orange ..	50	0.885 to 0.895	+8° to +25°	1.465 to 1.474
Orange (S-free)	65	0.900 to 0.905	+3° to +6°	1.465 to 1.477
Peppermint	1½	0.905 to 0.915	−24° to −30°	1.458 to 1.460
Rosemary	5	0.925 to 0.960	0° to +10°	1.470 to 1.472
Sage ..	6	0.930 to 0.940	−5° to +10°	1.465 to 1.467
Spearmint	4	0.950 to 0.964	−40° to −50°	1.488 to 1.490

Terpin and Terpin hydrate.—Terpin is a di-tertiary alcohol of the terpene series, formed by the action of boiling dilute sulphuric acid on terpineol, and in small yield by the action of dilute potassium hydroxide on dipentene dibromide. Terpin hydrate, $C_{10}H_{18}(OH)_2.H_2O$, is the hydrate of this alcohol and may be prepared by mixing 35 parts of nitric acid with 11 parts of water, allowing the mixture to cool and then adding 200 c.c. of French oil of turpentine or limonene. The mixture is set aside in a shallow dish for several days at a temperature not exceeding 20°, the contents being occasionally stirred. When crystallisation ceases the crystals are collected, pressed between porous paper and recrystallised from alcohol containing a trace of alkali. It forms colourless glistening rhombic prisms, with a slight aromatic odour. It melts at 116-117°, with loss of water. It loses its water of crystallisation in a sulphuric acid desiccator. It is used in medicine in cases of coughs, chronic bronchitis, etc.

Tetra-ethyl Lead.—This is added to petrol as an anti-knock in the proportion of not more than one part in 1,300 parts by volume, or one in 650 by weight. On the introduction of ethyl petrol, alarm was widespread, both in this country and the United States of America, regarding the danger to the health of the population. Experiments have shown (*C. & D.*, 1930, I, 471) that there is no need for alarm on the part of the general public, nor in the case of garage workers, provided such establishments are properly ventilated.

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COCOA BUTTER

COCOA POWDER

RICE FLOUR

GROUND RICE

GRANULATED RICE AND RYE FLOUR

A. PRESCOTT

12 Broom Lane

Broughton Pk., Manchester

ALKALOIDS

Fine Chemicals Opium Derivatives

ALOIN
ATROPINE
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CAFFEINE
CANTHARIDIN
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CHLOROFORM
CHRYSAROBIN
CODEINE
DIAMORPHINE
EMP. CANTH. LIQ.
EPHEDRINE
ERGOTIN
ESERINE
ETHYLMORPHINE
GINGERIN
HYOSCYAMINE
JALAP RESIN
LEPTANDRIN
MORPHINE
OPIUM
PODOPHYLLIN RESIN
SALICIN
SANTONIN
SCAMMONY RESIN
STRYCHNINE
VERATRINE

Goods covered by Dangerous Drugs Acts offered subject to all regulations.

T. & H. SMITH LTD

BLANDFIELD WORKS : 25 CHRISTOPHER STREET : 32 & 34 VIRGINIA STREET
EDINBURGH. : LONDON, E.C.2. GLASGOW

ESTABLISHED 1827

SOLAZZI

The Chemist's Brand
LIQUORICE JUICE

SOLAZZI JUICE IS GUARANTEED TO CONSIST ENTIRELY OF THE CONDENSED EXTRACT OF FINEST CALABRIAN LICORICE ROOT WITHOUT ANY ADMIXTURE WHATEVER

Should any enquiry as to the composition of SOLAZZI be received from the public, Chemists are asked to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the accompanying guarantee obtains with every parcel.

A UNIQUE RECORD

A Customer wrote us that he first used

H. A. THOMPSON & SON'S CHEMICAL FOOD

50 YEARS PREVIOUSLY

and goes on to say :—" Since when I have never been without it, and have never found it wrong."

Prepared only by
WILLOWS, FRANCIS, BUTLER & THOMPSON, Limited, 73, 75 and 89a Shacklewell Lane, LONDON, E.8
Phone : Clissold 6361 (4 lines). *Telegrams :* " Forty Kinland, London."

WE PROPAGATE, DOCTORS PRESCRIBE, AND YOU WILL RECEIVE ENQUIRIES FOR

Trade **'NOVALGIN'** Mark

THE NEW ANTIRHEUMATIC

Better tolerated and less toxic than salicylates
Dose : 1 to 2 tablets (gr. 7½-15), 3 times daily
Issued in gr. 7½ tablets, in tubes of 10, bottles of 50 and 250.
Powder in bottles of ½ oz. and 1 oz.

A BAYER PRODUCT

Tablets

Enquiries are invited for

ASPIRIN AND CASCARA TABLETS

IN BULK OR PACKED.

A Customer writes:—"Re Aspirin Tablets. Your sample was one of the best we have ever had, we anticipate doing good business with you if you can maintain that quality."—WE CAN, AND MEAN TO!!

LET US QUOTE YOU

CASTLE HUSKISSON, LTD.

Manufacturing Chemists,

Swinton Works, Moon St., Islington, N.1

ESTAB. 1768.

Private formulæ Pills and Tablets carefully and accurately prepared at lowest possible prices.

Pills

FOR . . .

SEXUAL NEURASTHENIA and IMPOTENCE.

TESTOGAN tablets and ampoules.
THELYGAN tablets and ampoules.
YOHIMBIN tablets and ampoules.
LECITHIN-YOHIMBIN pills and tablets.

FOR . . .

RHEUMATISM, GOUT, NEURALGIA, and SCIATIC CONDITIONS.

ATOCIN tablets.
ATOCIN WITH ASPIRIN tablets.

LIPOLYSIN tablets and ampoules for **OBESITY.**

BISMOLAN suppositories and ointment for **HEMORRHOIDS.**

ELIXIR NEUROGENIC (Cavendish) **TONIC RECONSTRUCTIVE.**

For literature and other information apply to :—

CAVENDISH CHEMICAL CO. (New York), LTD.
137 REGENT STREET, LONDON, W.1

For

SENEGA ROOT
HYDRASTIS ROOT
CANADA BALSAM
SCAMMONY ROOT
CASCARILLA BARK
WITCH HAZEL EXT.

"GOULD" BRAND

WHEELER & HUISKING
LIMITED
26, Gt. Tower Street
London, E.C.3

Telephones
ROYAL 2652 2777 2778

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"ASAFETIDA 'PHONE, LONDON"

ALKALOIDS SANDOZ

SANDOZ

STRYCHNINE

Chemical Works formerly Sandoz,
Basle (Switzerland)
Sole Concessionaire: H. W. BRAUN, 16, Water Lane, Great Tower St., London, E.C.3.

EPHEDRINE "SANDOZ"

Please apply for particulars

Compound Syrup of Hypophosphites

TRADE **"FELLOWS"** MARK

The Standard Tonic and Reconstituent. It contains calcium and other vital mineral salts, together with quinine and strychnine.

Prescribed by doctors in over 58 countries, it can be recommended for the treatment of many forms of anæmia and during convalescence from illness. It stimulates the appetite, aids digestion, and is valuable as a stimulant and tonic to overcome mental and physical exhaustion.

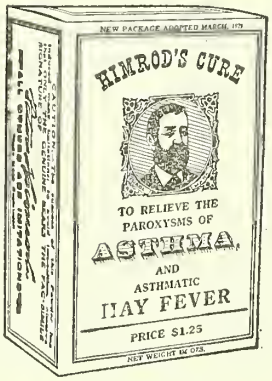
Display "FELLOWS" in your windows. It is advertised in the leading magazines and daily newspapers.

Laxative Tablets "FELLOWS"

For temporary constipation, recommend the harmless vegetable compound Laxative Tablets "FELLOWS." They are not "habit-forming."

Fellows Medical Manufacturing Co., Inc.

26 Christopher Street New York City, N. Y.



Profitable,
Repeat Business and
Satisfied Customers

Standard For Over 60 Years

Himrod Manufacturing Co.

HOBOKEN, N. J., U. S. A.

—Order From Your Service Jobber—

Dr. BENGUÉ'S BALSAM

RHEUMATISM, NEURALGIA, GOUT.

Dr. BENGUÉ'S ETHYL CHLORIDE.
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LIPIODOL.—ARHEMAPECTYL—IODEOL.
NEOPANCARPINE.—MUSCOL.—GUIPSINE.
MENATOL.—VIVOLEOL.

BENGUÉ & CO., LTD., MFC. CHEMISTS,
24 FITZROY STREET, LONDON, W.1.

FOR THROAT AND CHEST

ZUBES

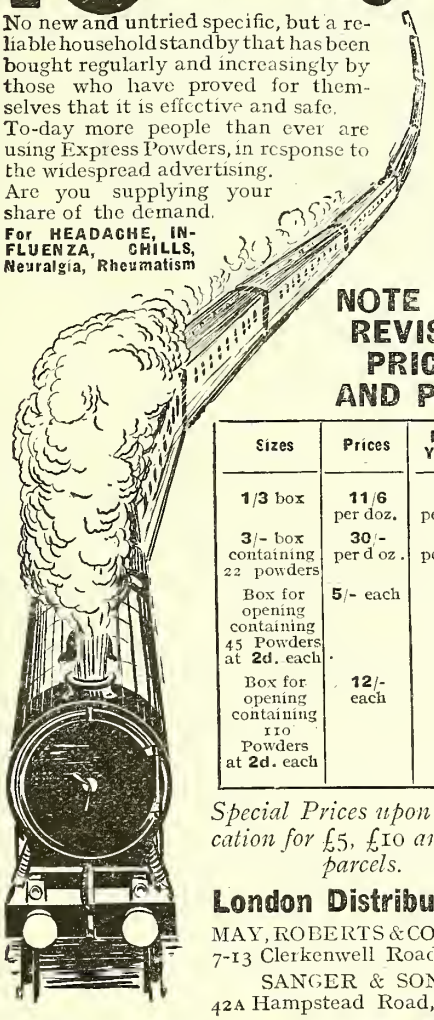
Vigorous Press Advertising
Excellent Assured Profits

F. W. HAMPSHIRE & CO. (1927), LIMITED, DERBY

AN ACCEPTED REMEDY FOR 18 YEARS

No new and untried specific, but a reliable household standby that has been bought regularly and increasingly by those who have proved for themselves that it is effective and safe.
To-day more people than ever are using Express Powders, in response to the widespread advertising.
Are you supplying your share of the demand.

For HEADACHE, INFLUENZA, CHILLS, Neuralgia, Rheumatism



NOTE THE REVISED PRICES AND PACK

Sizes	Prices	Profit Yielded
1/3 box	11/6 per doz.	3/6 per doz.
3/- box containing 22 powders	30/- per doz.	6/- per doz.
Box for opening containing 45 Powders at 2d. each	5/- each	2/6 each.
Box for opening containing 110 Powders at 2d. each	12/- each	6/4 each

Special Prices upon application for £5, £10 and £20 parcels.

London Distributors :
MAY, ROBERTS & CO., LTD.
7-13 Clerkenwell Road, E.C.1
SANGER & SONS,
42A Hampstead Road, N.W.1

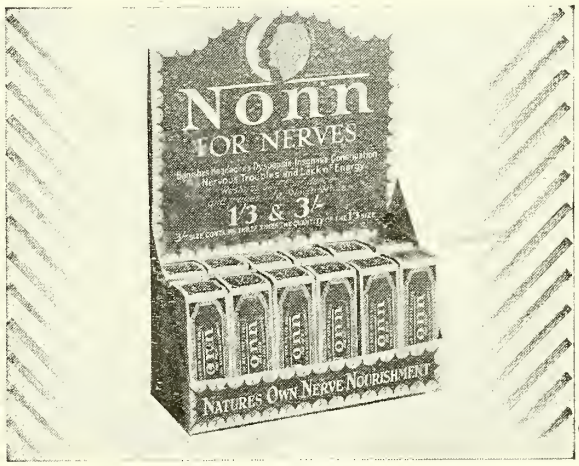
READE'S EXPRESS POWDERS

Made by :
Reade Brothers & Co., Ltd., Wolverhampton

Do so with this attractive showcard and carton container. Nonn is a proprietary in a class of its own. As a restorer in nervous disorders it has no equal. It sells and sells, for common sense demands it. Put Nonn in the Window, it appeals to everyone, for there's Nonn for men and Nonn for women.

NONN IS SUPPLIED IN RED CARTONS FOR MEN AND IN BLUE CARTONS FOR WOMEN

P.A.T.A. 1/3 per carton, Wholesale 11/3 per dozen
P.A.T.A. 3/- per carton, Wholesale 27/- per dozen



Sole Distributors : Proprietors of Nonn Ltd.,
45 Gordon Square, London, W.C.

The
ANGLO-FRENCH DRUG CO. Ltd.

New Products recently introduced to the Medical Profession:

CAPSULES SEGRY

An association of antiseptics, antipyretics and sedatives in gluten-coated capsules for treatment of respiratory tract affections.
Tubes of 50 Capsules: Retail, **4/-**; Wholesale, **36/-** per doz.

SALIODE (Gabail)

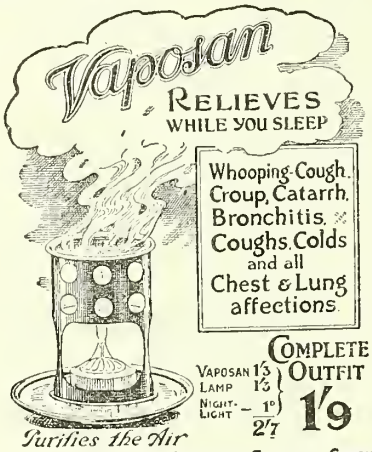
Ampoules of Iodine and Salol in ether-purified Olive Oil for the treatment of all forms of Rheumatism by intramuscular injection.
Boxes of 5 Ampoules, 5 c.c.: Retail, **3/6**; Wholesale, **31/6** per doz.

238a GRAY'S INN ROAD, LONDON, W.C.1

Telephone: MUSEUM 4029. Telegrams: AMPSALVAS, LONDON

A SEASONABLE LINE

LIBERAL PROFIT. POPULAR PRICE.



KILLS THE GERM AND INSTANTLY EASES THE COUGH.
FROM ALL CHEMISTS.

14/- per dozen

Send for free sample to:

McCLURE, YOUNG & Co., Ltd.
MANUFACTURING CHEMISTS
Glentham Road - Barnes, S.W.13

DECEMBER—JANUARY 1931 OFFER

A BONUS OFFER

PLUS— 50 OLD MOORE'S ALMANACKS, 1931, on order of 3 dozen.
100 OLD MOORE'S ALMANACKS, 1931, on order of 6 dozen.

"KOF-OH"

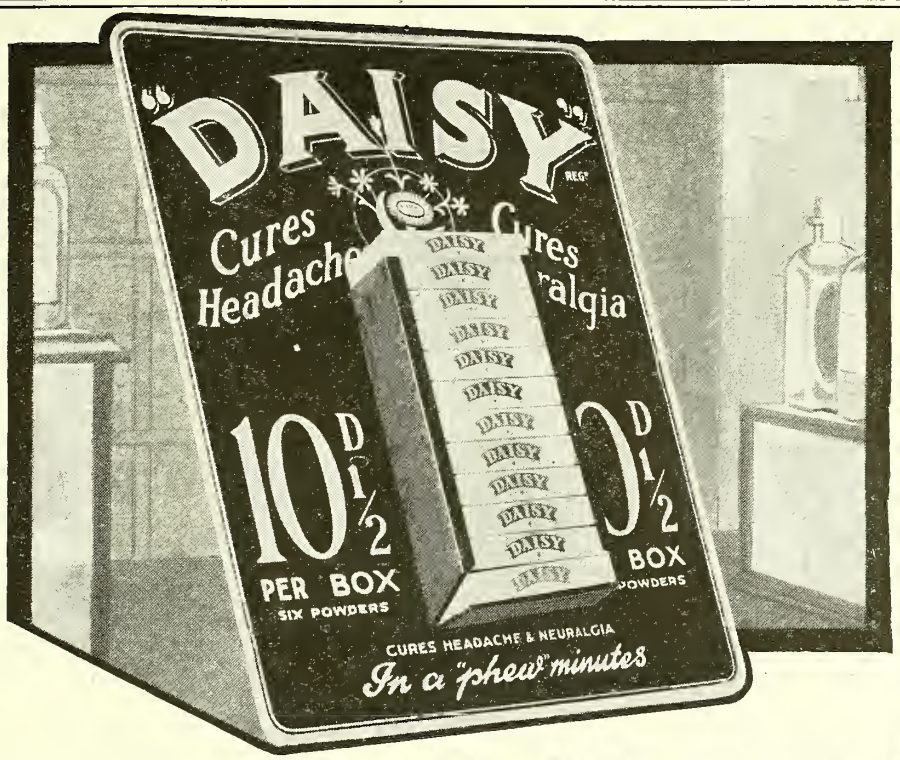
THE GREATEST COUGH CURE IN THE WORLD

P.A.T.A.

1/3 size approx.	4½ fl. oz.	@ 12/- doz.	nett 30 days
3/- ,, ,,	14 fl. oz.	@ 28/- ,,	
1/3 tin Tablets	- -	@ 12/- ,,	

ORDERS of 3 doz. 1/3 or equivalent 4×1/3 free, 6 doz. or equivalent 9×1/3 free for 14 days' window display. Carriage Paid. Packages free.

KOF-OH CO., LTD.
Manufacturing Chemists
Minera Street, Everton, LIVERPOOL



SELLING IS SIMPLIFIED BY THE DAISY SEMI-AUTOMATIC CONTAINER

P. A. T. A. PRICES

10½d. Boxes Containing 6 Powders

7s. 10½d. Per Dozen Boxes.

Placed on the counter, this Semi-Automatic Container makes an attractive display and facilitates quick serving. The slide holds 1 dozen 10½d. Packets, and each time one is withdrawn from the bottom another packet takes its place. A Daisy Showcard-Container is sent post free with each order for 1 dozen Packets.

DAISY LTD., HORSFORTH, LEEDS

THINKING of OINTMENTS?

TEST by specifying "SPUN" when ordering

COLD CREAM
BORIC
OINTMENT
ZINC
OINTMENT
CATAPLASMA KAOLIN
B.P.C.
GALL & OPIUM
OINTMENT
ETC., ETC.

QUALITY IS THE THING "SPUN" IS THE NAME

that distinguishes the best from all others.

"SPUN" OINTMENTS

may be ordered through:—

Messrs. BUTLER & CRISPE,
80-82 Clerkenwell Road, London, E.C.1
Messrs. W. EDWARDS & SONS,
14-18 Nile Street, City Road, London, N.1
Messrs. MAY, ROBERTS & CO., LTD.,
7-13 Clerkenwell Road, London, E.C.1
Messrs. FRANCIS NEWBERY & SONS, LTD.,
27-28 Charterhouse Square, London, E.C.1
13 Crichton Place, Cardiff, and
12 School Lane, Liverpool
Messrs. SANGERS, 258 Euston Road, London, N.W.
Messrs. W. SUTTON & CO., Druggists' Sundries,
London—76 Chiswell Street, London, E.C.1

or ORDER DIRECT FROM:

ROBERT BLACKIE

(SOLE MANUFACTURER)

SHEN WORKS, TOWER BRIDGE ROAD,
LONDON, S.E.1

'Phone: Hop 2422 (2 lines). *Telegrams: "Ushenspuna, London."*

May we call your attention to:— **PETROLAX** (BROWN CARTON)

(REGISTERED TRADE MARK)

THE IDEAL PARAFFIN AND AGAR-AGAR EMULSION

PETROLAX COMPOUND

(RED CARTON)

A COMBINATION OF PETROLAX AND PHENOLPHTHALEIN

PETROLAX ALKALINE

(BLUE CARTON)

A COMBINATION OF PETROLAX AND MIST. MAGNES. HYDROXIDI

Note the Prices:—RETAIL 2/- (Nominal ½lb.) 14/- doz.
" 3/6 (" 1lb.) 24/- "
" 6/- (" 2lb.) 44/- "

Stocked by the leading Patent Houses, or direct from the SOLE MANUFACTURERS:—

C. R. HARKER, STAGG & MORGAN, LTD.

Mile End, London, E.1

GOODALL'S

Waterglass

EXCLUSIVE CHEMISTS PACK.

OWN NAME PACK.

REPRODUCTION OF SHOWCARD.

If you wish, and will allow us to help you with our packs, our quality, our advertising material and our prices, we can make Waterglass a highly profitable early Spring line for you.

Each year, as our own sales prove, Waterglass becomes more and more a National need—it offers your customers Winter eggs at Summer prices and so each year more and more housewives are using it. Whether they buy from you depends upon yourself. If you have our pack, our advertising material and offer those low prices at which our quotations enable you to make a profit, you will get your share—and more—of the trade.

The illustrations give you part of the reason for our sales—there are no packs superior to ours—and we can assure you also that our prices are equally attractive. So why not adopt our suggestion—let us send you specimens of the packs and give you our contract prices for a typical year's sales?

GOODALL'S—the great name in Waterglass.

To-day we believe ourselves to be the biggest all-British packers in the country.

let GOODALL'S quote.

GOODALL, BACKHOUSE & CO., LEEDS.

Are you stocking

Normo-Gastrine

THE WONDERFUL NEW ANTACID

National Advertising

COMMENCES

MONDAY

("PUNCH," "THE DAILY MAIL," Etc.)

100% Profit

TABLETS

One week's treatment :
12/- doz. less 25% P.A.T.A. **1/6**

Two weeks' treatment :
20/9 doz. less 25% P.A.T.A. **2/9**

POWDER

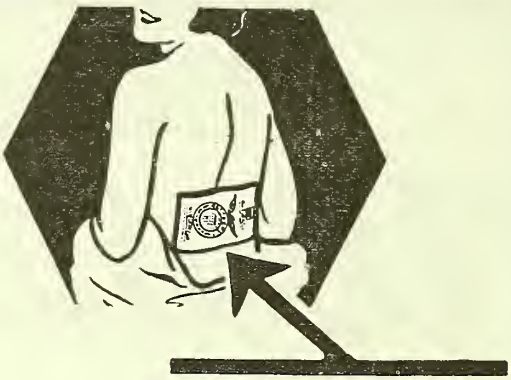
10/- doz. less 25% P.A.T.A. **1/6**

Prompt delivery guaranteed of all orders received by return.

BURGOYNE BURBIDGES
& CO., LTD.

MANUFACTURING CHEMISTS

LONDON, E.6 Est. 1741

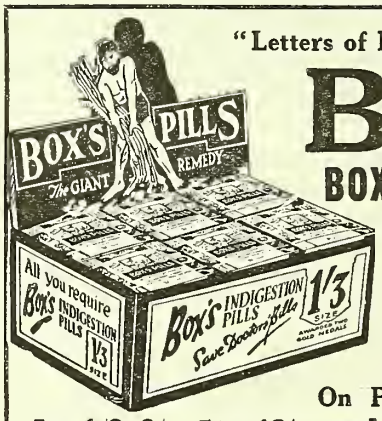


THE PUBLIC PREFERS

There is always a steady demand for Allcock's Porous Plasters. This year's advertising campaign has served to greatly increase it. We advise all our friends to keep up their stocks and to make use of the attractive showcard and art paper wrappers which we supply free on request.

ALLCOCK'S
POROUS PLASTERS

ALLCOCK MANUFACTURING CO., BIRKENHEAD, Eng.



"Letters of Mark"—

B.P.

BOX'S PILLS

for the **British Public** *per the* **British Pharmacist**

On P.A.T.A. LIST

In 1/3, 3/-, 5/-, 12/- and 22/- boxes

Box's Pills have a special public of their own—many of whom have had to go considerable distances to obtain their favourite medicine, or to order from Plymouth, for lack of a local source of supply. Pharmacists are now co-operating in distribution of Box's Pills in increasing numbers, and healthy local demand is developing. Stock them and show them and you will sell them. Display outers and other attractive show material free on application.

Obtainable from Wholesalers, or direct from the proprietor

W. H. BOX

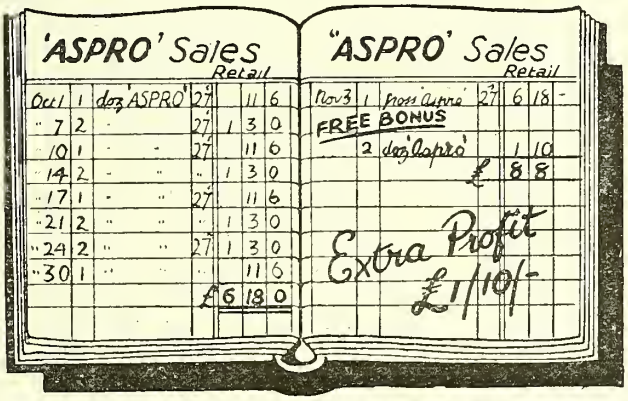
GIANT PILL MANUFACTORY **161 King St., PLYMOUTH**

Telegraphic Address. "GIANT," PLYMOUTH.

The 'Aspro' Review

17% Extra Profits. "British to the Core" *New Series. Display Features.*

Buying 'ASPRO' on Bonus Terms Means Over 3/- in the £ MORE PROFIT



THE Sales Ledger illustration is self-explanatory. It shows you the extra profits that go into your cash drawers through buying 'ASPRO' on bonus terms. It proves that it is worth while planning ahead 'ASPRO' purchases of 10's and 27's to receive the extra concessions, even at the expense of buying supplies in anticipation of demand. Bonus Buying is made easier by continuous 'ASPRO' displays in your windows and on your counters, etc. They are the connecting link of our enormous newspaper advertising appropriation to create demand with your own store to provide the supply.

'Aspro' Window Displays help you to obtain 17% Extra Profit Through Buying on Bonus Terms

Centre Window Displays

To buy Unstamped 'ASPRO' on Bonus terms means approximately 17 per cent. additional profit, and every chemist will realise the great advantage of buying on Bonus Terms, and receive the additional 17 per cent. on all 'ASPRO' sales. THIS BONUS IS FOR CHEMISTS ONLY.

WHAT THE BONUS IS.

Window Show Bonus available on Unstamped 'ASPRO.' The bonus on one gross order for 10's is one dozen packets; on a half-gross order, half-dozen packets. Half-a-gross is the minimum order accepted for bonus purposes. The bonus on one gross order for 27's is two dozen packets; on half-gross order, one dozen packets; on a quarter-gross order, half-dozen packets. Quarter gross is the minimum quantity accepted on 27's for bonus purposes. There is no bonus on 5's or 60's.

THE BONUS CONDITIONS ARE:

That the chemist who buys on these terms undertakes to show 'ASPRO' advertising matter in his shop window and sell at advertised prices. As 'ASPRO' is so extensively advertised, this action will not only bring customers into the chemist's shop to purchase 'ASPRO,' but should enable the chemist's staff to make sales of other lines as well.

Acceptance of bonus is considered acceptance of conditions regarding display and selling prices. To qualify for the bonus it is not necessary for the chemist to buy both sizes at the same time, but single lots may be ordered—viz.: 6 dozen 10's or 3 dozen 27's.

HOW TO ORDER BONUS PARCELS.

We do not sell direct to the chemist. All our business is through Wholesalers. Orders may be sent either to your Wholesaler or direct to us. If to us, state the name of your Wholesaler so that we may forward the order on, and the bonus will be supplied direct by us.

Prices of Unstamped 'ASPRO.'

3d. size, containing 5 tablets, 2/3 doz.
6d. " containing 10 tablets, 4/6 "
1/3 " containing 27 tablets, 11/6 "
2/6 " containing 60 tablets, 21/- "
Less 2½% 30 days.

NOTE.—The 2s. 6d. size contains 10 extra tablets, and the 1s. 3d. size 2 extra tablets.

'ASPRO' consists of the purest Acetyl-Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

No proprietary right is claimed in the method of manufacture or the formula.

'ASPRO' WINDOW STICKERS

Made by ASPRO LIMITED, SLOUGH, England.

Agents: GOLLIN & CO. PTY. LTD. ('Aspro' Dept.), SLOUGH, BUCKS. 'Phone: Slough 603.

ASPRO REG. TRADE MARK

For OVER 75 YEARS

Dr. J. Collis Browne's CHLORODYNE

has maintained a

WORLD-WIDE REPUTATION

TO-DAY'S DEMAND BEING GREATER THAN EVER.

ARE YOU GETTING YOUR SHARE OF THIS INCREASE ?

Be sure you hold stocks to meet the demand and remember that

Dr. J. Collis Browne's CHLORODYNE

IS ONLY SOLD THROUGH CHEMISTS

SIZES 1/3, 3/-

Order from your Wholesaler with other goods.

SOLE PROPRIETORS:
J. T. DAVENPORT Ltd.
UNION STREET, S.E. 1.

EVERY WINTER BRINGS AN INCREASE

in the demand for Snowfire

It's a case of one customer making many, where the Snowfire Tablet is concerned. This magic little tablet is a real friend to the skin in winter, soothing chapped hands, making work-roughened hands smooth and white again, softening dry, cracked lips. And the Snowfire Tablet is always so well advertised, too. Display it prominently this winter—brisk sales and good profits will result.

Snowfire TABLET

Made by: F. W. HAMPSHIRE & CO. (1927) LTD.
Sunnydale Works, Derby.

AGENTS: India: Messrs. Siqueira & Son, 121 Fort St., Fort, Bombay.
Australia: Messrs. Salmon & Spraggon (Australia), Ltd. 218 Kent St., Sydney, N.S.W.
Canada: A. Whitchurch Little, 807 The Wilson Building, 60 Front St., West Toronto.
U.S.A.: F. W. Hampshire Corporation, 882 Harrison Avenue, Boston, Mass.

"VITAMIN TESTED YEAST"

Yeast specially prepared for medicinal purposes.

GUARANTEED ABSOLUTELY PURE.

MIDGLEY & PARKINSON, LTD.,
WARREN WORKS, PUDSEY, LEEDS.

DRIED MILK

Large buyers of Full Cream, Half Cream, Separated, Milk Sugar, Whey Powder, Soluble Milk Casein, are invited to apply for samples and quotations, stating probable requirements. Eight Creameries in Dorset, Somerset and Wilts.

FRIDEAUX'S LTD., MOTCOMBE, SHAFTESBURY, DORSET

SHOWS OVER 33% PROFIT.

4½D per tin. HOLIDAY'S 4½D per tin.

GINGER BEER CRYSTALS

ONE TIN MAKES TWO GALLONS OF

Sparkling Home-Brewed Ginger Beer

NO BOILING OR STRAINING REQUIRED.

36/- per gross, nett. Carriage Paid. Packages Free.
3 doz. sample lot, post paid, 10/-. *Advertising & Show Matter.*

SOLE MANUFACTURERS:
HOLIDAY & CO, LTD., City Mills, Durham.

REMEMBER!!

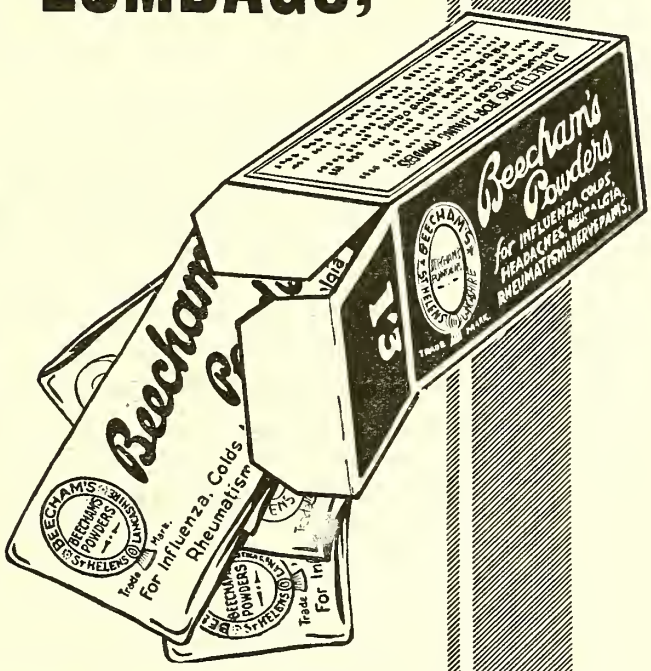
BEECHAM'S POWDERS

are *NOW* the best selling winter remedy for

COLDS, 'FLU, LUMBAGO, RHEUMATISM,

AND ALL

NERVE PAINS



PROTECTED PRICES.
EXCELLENT PROFITS.
QUICK TURNOVER.
NO BAD STOCK.

Order through your wholesaler or direct from

BEECHAMS PILLS LIMITED
CHESTER ROAD, MANCHESTER

CLARKE'S BLOOD MIXTURE & OTHER PREPARATIONS

Wholesale Prices.

	SIZES.	PRICE PER DOZEN
Clarke's Blood Mixture	3/- & 12/-	£1 : 7 : 0 & £5 : 8 : 0
„ Miraculous Salve	1/3, 3/- & 5/-	11/-, £1 : 7 : 0 & £2 : 4 : 6
„ Special Aperient Pills ..	1/3, 3/- & 5/-	11/-, £1 : 7 : 0 & £2 : 4 : 6
„ Patent Skin Lotion ..	1/3	11/-
„ Medicated Soap	1/-	9/-

Orders: Minimum quantity £16 : 4 : 0 value.
FREE CASES. Carriage paid upon orders of £100.

All Wholesale Houses keep a large stock of our Preparations and can supply smaller orders promptly

Minimum Retail Selling Prices: 1/-, 1/3, 3/-, 5/- & 12/- Face Value, giving a **PROFIT** of 33⅓% on cost to Distributors.

An attractive Showcard and Dummies supplied on application

Trade Mark: "BLOOD MIXTURE." Regd. No. 3275.

Sole Proprietors:

THE LINCOLN & MIDLAND COUNTIES DRUG CO., LTD.
Park Street, LINCOLN.

ESTABLISHED 1793.

The Best and Safest Infants' Medicine of over 130 years' standing.

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

Does not contain any Scheduled Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

AN OLD-FASHIONED—BUT REALLY EFFECTIVE remedy for COUGHS, COLDS, INFLUENZA and BRONCHIAL troubles.

licoricine
ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

TERMS.
10½d. size, 8/6 per doz.
1/3 „ 12/- „
3/- „ 27/- „
Less 5% dis. on £6 orders.
Carriage paid on orders of £2 and over.

MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne.
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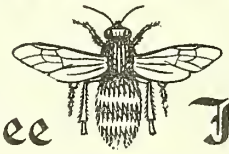

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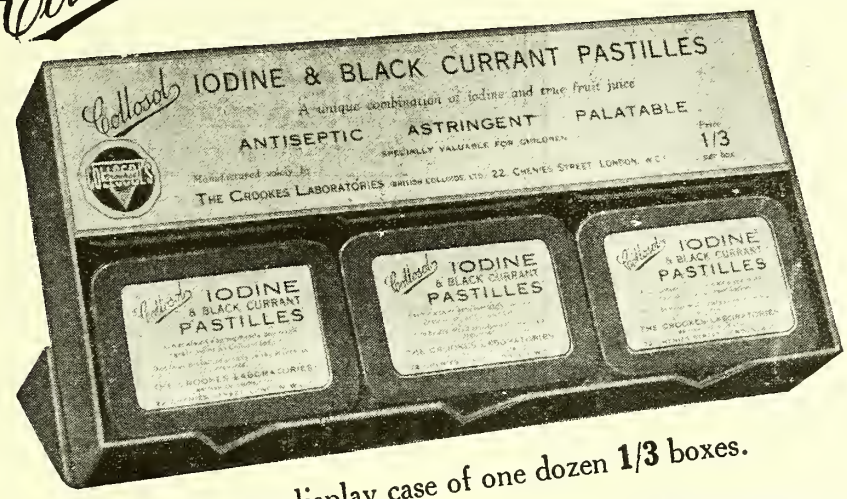

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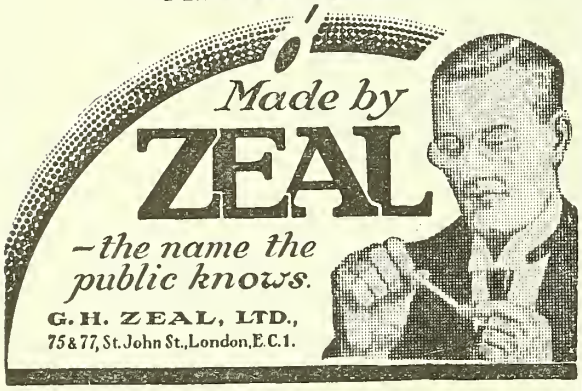

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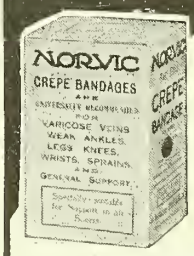

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This shows a net profit on the transaction to the Chemist of 35% besides attracting the passer-by to the window and considerably augmenting sales generally.

The above conditions apply only to the United Kingdom.

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		COST	SELLS FOR
3½ dozen 1/3 size at 12/- net	...	£2 2 0	£2 12 6
2 ,, 3/- ,, at 30/- ,,	...	3 0 0	3 12 0
		5 2 0	
Less 10/6 for Window Show	...	10 6	
		£4 11 6	£6 4 6

Showing a Net Profit of £1 13 0 on an outlay of £4 11 6.
Window Display Material Free and Carriage Paid.

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Carriage Paid.		*Monthly Account.*
1/3 size	...	12/- per doz. net.
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5/- ,,	.	48/- ,, ,,
12/- ,,	...	114/- ,, ,,

PROTECTED PRICES.

Phosferine and all of our Proprietary Medicines are supplied on the condition that they are not retailed in the United Kingdom under the following prices—viz., 1/3, 3/-, 5/-, and 12/-.

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Hunyadi János

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Net, Carriage Paid.

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Hunyadi János has for more than fifty years been recognised as the best of the **NATURAL** mineral waters containing sulphate of soda and sulphate of magnesia. Its laxative action is sure but gentle; it stimulates the liver and cleanses the blood.

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3

THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

JANUARY 31, 1931

This Supplement is inserted in every copy of The Chemist & Druggist.

THE SUPPLY OF SUPPLEMENTS

The clerical work in connection with the posting of spare copies of the Coloured Supplement week by week has increased to such an extent that we have been compelled to reorganise our system of distribution. Our readers will please note, therefore, that in future, instructions can be accepted for not more than six successive issues of the Supplement at a time, and that in every case the name and full postal address should be written on

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2.—SURREY (Few Miles Out).—General Retail Business, with large D. & P.; present returns £20 10s. weekly under management of lady; double-fronted corner shop; living accommodation; rent, inclusive of rates, £1 17s. 6d.; new lease; price about £400.

3.—EALING (Near).—General Retail and Dispensing Business, with Kodak Agency; returns £35 weekly, plus N.H.I., about 150 per annum; shop well fitted and stocked; rent £90; sub-let £52; held on lease; price £1,250.

4.—REGENT'S PARK.—Opportunity to secure an old-established Business, which has been temporarily closed on account of ill-health; very much neglected; good corner position, with living accommodation; no reasonable offer refused.

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6.—LONDON, N.W.—General Retail Business, with N.H.I. and Kodak Agency; returns present rate £18 per week; net profit £450; scope for increase; rent £83; sub-let £71 10s.; price £800.

7.—LONDON, E.—General Retail Business, returns £40 weekly; double-fronted shop; stock and fixtures worth about £600; lease has 35 years to run; rent £35; price £1,200, or valuation terms entertained.

8.—PLYMOUTH.—Good-class Family, Retail and Dispensing Business; turnover last year £1,750, increasing; this year should be £2,000; shop situate at best residential end of city; stock worth £350; rent £65; held on lease; price £900.

9.—SOUTH COAST.—General Retail and Dispensing Business; returns about £1,500 per annum, with scope for increase in hands of qualified man; stock worth £750; rent £104, inclusive of rates; new lease; price £1,000.

10.—CHESHIRE.—For immediate Disposal, light Retail and Dispensing Business, with Kodak Agency; returns last year £942, with scope for increase; good profits; comfortable living accommodation; price, to include property, £800, or near offer.

11.—LINCS.—Retail and Dispensing Business; Kodak Agency; old-established; returns about £2,600 per annum; net profit about £700; stock and fixtures worth about £1,200; large house; long lease; price £1,700.

12.—SOUTH WALES.—Good middle-class Retail and Dispensing Business, with Kodak Agency; returns, under the management of a lady, £2,300 per annum; corner shop, extremely well fitted and stocked; vendor estimates value of stock and fixtures at £1,100; living accommodation; rent £156; long lease; price £200, plus stock and fixtures at valuation.

13.—LONDON, S.E.—General Retail and Dispensing Business, with N.H.I.; returns about £1,500 per annum at usual profits; sublet almost covers rent and rates; house can be obtained if required; double-fronted corner shop, well fitted and stocked; price about £800.

14.—LIVERPOOL.—Good-class Retail and Dispensing Business; returns, under management, £2,500 per annum at good prices; good living accommodation; vendors wish to sell the freehold, and a substantial mortgage can be arranged; price of business, £1,550; stock will be reduced if so desired.

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(2) EAST COAST.—High-class retail and dispensing business, with an approximate annual turnover of £3,700 ; high percentage profits ; full particulars to bona fide applicants.

(3) PROVINCES.—Two high-class pharmacies showing average returns of approximately £10,000 and £3,000 respectively ; details will be divulged only to genuinely interested pharmacists, who have the necessary capital at their command.

(4) MEDITERRANEAN PORT.—Correspondence is invited from pharmacists interested in an English Pharmacy, returning between £5,000 and £6,000 per annum, and showing net profits (free of tax) of approximately £1,450. The business is available owing to the contemplated retirement of the present owner.

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(6) £375 (VALUE OF STOCK AND FIXTURES).— Undeveloped pharmacy in charming seaside town (South-east) ; available owing to illness of proprietor.

(7) LONDON, S.E.—Established 30 years ; turnover, £1,750 ; N.H.I., 6,500 scripts per annum ; living accommodation ; rent, £80 ; well capable of increase ; available at " bargain " figure for quick sale.

(8) LONDON WEST.—Turnover, £2,500 ; net profits, £800 ; rental, £135, less sub-lets £117 ; heavily stocked (value about £2,000), but the owner is prepared to accept an all-in purchase figure of £2,500, including fixtures, which are of solid mahogany ; reason for disposal, owing to contemplated retirement.

(9) LONDON, EAST.—Branch business undeveloped ; well-situated in thickly populated area ; good living accommodation, which could be sub-let if desired; purchase price approximately £600.

(10) CENTRAL SCOTLAND.—Turnover approximately £1,200 per annum ; net profits, £300 ; valuation stock and fixtures for quick sale (approximately £400) ; neglected, but well capable of development ; lock-up shop centrally situated.

(11) SOUTH COAST.—Turnover, £2,200 ; net profits, £450 ; living accommodation ; personal reasons for wishing to dispose ; purchase price approximately £1,450, or near offer.

(12) POPULAR SOUTHERN SEASIDE RESORT. — Well-situated ; average turnover, £1,450 per annum ; inclusive rental, £104 per annum ; purchase price, £1,000, including stock, £700 ; exceptional opportunity.

(13) CHESHIRE.— Two small businesses for disposal separately ; both possess excellent opportunities for increase and development ; specially recommended to beginners.

(14) SOUTH STAFFS.—Small business with splendid possibilities ; situated in close proximity to four medical practitioners ; financial soundness proved by accountant's figures ; low purchase price for quick sale ; exceptional opportunity.

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(16) NORFOLK.—Good class family business showing certified returns upwards of £2,000 per annum ; net profits approximately £450 ; good living accommodation ; rent, £100 on long lease ; purchase price, £1,750, including stock and fixtures ; owner retiring.

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(19) LIVERPOOL.—Good-class business doing about £45 weekly ; rental, £100 on long lease ; good living accommodation.

(20) BOURNEMOUTH. — Three pharmacies for disposal separately ; good returns and profits ; particulars to bona fide purchasers on application.

(21) SOUTH WALES.—Two high-class businesses for disposal separately ; turnovers in each case exceed £2,000 per annum ; good living accommodation ; details to bona fide purchasers on application.

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(23) DERBYSHIRE.—Good-class business awaiting development ; present net profits approximately £200 ; rent, £30 ; excellent opportunities for increase.

(24) KENT.—Turnover, £1,150 ; net profits, £280 ; net rental, £35 ; disposal on deferred terms considered.

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DERBYSHIRE.—Old-established Chemist's Business; well fitted, heavily stocked; returning nearly £40 weekly; auditor's figures; rent and rates inclusive £68 per annum; lease; good house, garden, garage; commanding position, offering considerable scope; genuine offer; well worth attention; price £1,600, about. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 113.)

EASTERN COUNTIES.—Opportunity occurs to secure a sound, old-established Business in large, important town; returns £2,500, entirely under management; chiefly cash trade; excellent profits; large premises; will grant 21 years' lease; fully stocked; books audited; only those with about £1,300 at command need apply. "Executor," 182/458, Office of this Paper.

EAST COAST.—Large Corner Shop; main road; splendidly fitted; Kodak Agency; steady £40 per week under management (audited figures); 36 per cent. gross profit; low expenses; death causes sale; fixtures, fittings and goodwill £1,000; stock £1,000 (approx.); premises on lease or purchase. 77/24, Office of this Paper.

LEEDS.—Chemist and Library Business; splendid opening; new estate; suitable for smart young man or lady; Kodak Agency; N.H.I.; large double-fronted, lock-up shop; price £400; stock at valuation, about £300. Walker, 532 Scott Hall Road, Chapel Allerton, Leeds.

LONDON, S.W.—Attractively fitted Pharmacy in busy main road position; high-class trade; returns £1,640 at good profits; steady increase; excellent prospects; valuable lease at low rent; other overheads small; satisfactory reasons for selling; price £350 for goodwill and lease; stock and fixtures at valuation. 81/1, Office of this Paper.

LONDON, E.—An opportunity occurs (through illness) for young qualified to pick up a genuine cash Business, recently opened, and returning over £10 weekly, increasing weekly, situated in main busy thoroughfare; commanding corner lock-up premises; good N.H.I. connection, increasing; lifelong agreement; price £275; net cost. "Genuine," 81/18, Office of this Paper.

LONDON, S.E. (busy main road).—Modern double-fronted Shop (room for dispensary); nice house (bathroom); patent Medicines, Fancy Goods and Photographic; returns, under unqualified, £1,250; rent and rates £70; qualified chemist introducing loose drugs and dispensing could easily double; price for lease, stock, fixtures, vacant possession, £950; cash buyers only. 80/33, Office of this Paper.

LONDON, S.E.—For immediate disposal, well-established Dispensing Business, splendidly situated in working-class district; returns over £2,000 (including large Panel) and steadily increasing profits well above average; rent £60; corner shop; good living accommodation; price £1,000; good reasons for disposal. *Bona-fide* applicants wishing to view please write "Sherwood," 84/11, Office of this Paper.

LONDON, W.—Lock-up Shop; low rent; main road; very neglected; taking at present £17 to £20 per week; excellent opportunity for energetic man to increase; N.H.I. at present 200 per month; well fitted; good stock; for immediate sale £285 will be accepted. Particulars at interview only; genuine bargain. 84/10, Office of this Paper.

LONDON, S.W.—Lock-up Shop; low rent; main road; good workable stock; excellent scope for N.H.I.; under unqualified female management; illness cause of sale; £200 all at. Apply 83/35, Office of this Paper.

MIDDLESEX.—Good-class Retail and Dispensing Business; well-established; returns over £30 weekly; in growing neighbourhood; Kodak and Ucal Agencies; D.P., own plant (good returns in season); good living accommodation, with garage; low rent; property can be purchased if desired; a unique opportunity. Apply 84/19, Office of this Paper.

NOTTINGHAM.—For Sale, Chemist's Business, with Photographic and N.H.I.; good position main road; compact shop; easily worked; good living accommodation; low rent; nicely fitted and stocked; price £400. 82/6, Office of this Paper.

STOCKPORT.—Retail and Dispensing Business and Premises in growing district for immediate disposal; no near opposition; living accommodation, with separate side entrance, sub-let; well fitted and stocked; low price for quick sale; good opportunity for young man. 181/449, Office of this Paper.

BUSINESS for Sale in a favourite riverside town near London; excellent prospects and good position; suitable for young chemist; terms very reasonable; owner not a chemist. 72/15, Office of this Paper.

DRUG Store, Lewisham, S.E., main road, in a busy part; well-fitted shop, with good accommodation of four rooms, kitchen, etc.; long lease at moderate rent; price £325 all at. Stocker & Roberts, 3 Railway Approach, Lewisham, S.E. (Lee Green 1115.)

EXCELLENT old-established Drug Store for Sale; doing a good turnover, but would materially increase if qualified Chemist was installed; excellent opportunity if National Health Insurance Dispensing was adopted; the building is also for sale (if required), comprising this and adjoining shop. H. Lamb, Estate Agent, 97 Bridge Street, Manchester.

GOOD opportunity for Pharmacist to acquire on easy terms high-class Chemist's Business in growing district in Cheshire; £150 cash, balance of valuation on extended terms. Apply, Slack, Accountant, 15 Christ Church Avenue, West Didsbury, Manchester.

NEGLECTED Business for Disposal; established eight years; situated in large village; unopposed; rent 30s. weekly and rates (low) for house and large shop; beautifully fitted; stock at valuation. B. G. Hayes, Chemist, Rainsworth, Mansfield.

SMALL Lock-up Pharmacy; rent 30s. per week inclusive; taking £10; has taken £18; neglected owing to bad health; main road, S.E.; price inclusive, £120, or nearest offer. Apply 82/31, Office of this Paper.

TO Let, Chemist's Business at Cumllynfell, Swansea. Particulars apply Mrs. W. D. Jones, Bryn Awel Stores, Cumllynfell.

£550, ALL AT.—General Retail; S.W. London; returns £1,100; scope for increase; rent £65; sub-let £78; lease 14 years; house available; good reason for selling; genuine offer. 84/21, Office of this Paper.

APPOINTMENTS.

PHARMACEUTICAL SOCIETY OF IRELAND

The Council of the Society will on February 10, 1931, proceed to the appointment of an

EXAMINER IN PHARMACY

subject to the approval of the Government of Saorstat Eireann. Full particulars will be supplied by the Registrar, with whom applications should be lodged not later than the 9th prox.

JAMES J. R. KERR, P.C., M.P.S.I.,
Registrar and Clerk to the Council.
67 Lr. Mount Street, Dublin.

AGENCIES.

Agents — Perhaps General Agents

FOR CHEMICAL PHARMACEUTICAL PRODUCTS FOR ENGLAND AND COLONIES

WANTED

Write to S. K. 1093, c/o RUDOLF MOSSE LTD., 125/130 Strand, London, W.C.2

SOLE AGENT

WANTED by old-established and energetic German Factory for the distribution of their unrivalled

"FLY-CATCHER"

in England. First class relations with wholesale dealers and retailers of this line required.

Please state references under L.G. 36006 to "Ala" HAASENSTEIN & VOGLER, Leipzig/Saxony.

AGENT, working Wales and nearby counties, calling upon Chemists, high-class Toilet Saloons and Stores, desires good repeating lines; excellent connection with best-class firms. 83/21, Office of this Paper.

AN old-established firm of Wholesale Druggists' Sundrymen, reconstructing their sales organisation, require the services of established Agents or Representatives to handle own Proprietary Articles and Sundries over the following territories: Northern Ireland, Irish Free State, Wales, Scotland, Midlands, Yorkshire, Eastern Counties, South-west Counties and London; applications treated in strict confidence. Give particulars, age, experience, commission or salary required. 82/16, Office of this Paper.

BUENOS AIRES.—Keen, live Englishman, 20 years' experience in the Argentine in the trade, speaking fluent Spanish, requires Agencies. 181/452, Office of this Paper.

REPRESENTATIVE wanted to carry as side line Publications of leading medical publishing house; liberal commission. Apply P.C.B. 24/7, Office of this Paper.

HUNGARY.—Well-established concern, perfectly organised for covering the whole of Hungary, desires representation of first-class British firms dealing in Drugs, Chemicals, Proprietary Articles or Druggists' Sundries; ample references available. Address Pharmazeutisches Laboratorium, Dr. Rosenberg Sandor, Balaton-Ucca 2, Budapest, V.

SOLE Agencies for northern and oversea countries, possessing experience and organisation of modern publicity, wanted by old-established Chemical Works specialising in Organotherapy and Pharmaceutical Patent Medicines; commission basis or monopoly selling rights; great margin of profit. Apply, giving full particulars, under "World-renowned Works," 181/451, Office of this Paper.

BUSINESSES WANTED.

A SOUND Business required by private Pharmacist; must bear every investigation. Send full details in first letter, in confidence; cash waiting. 83/28, Office of this Paper.

WANTED to Purchase, light Retail Business which can be easily run; returns £750 or over; living accommodation; not London or North. Full particulars in strict confidence to 82/34, Office of this Paper.

SALE BY AUCTION.

REMOVED from Stroud, Gloucestershire, for Sale convenience.—Sale Rooms, 5 Little Britain (close to G.P.O.), London, E.C. Well-made Chemists' Shop Fittings, Drug Run, Dispensing Screen, Glass Counters, Wall Showcases, Perfumery Desk, Mirrors, Tills, Furniture, Safes, Typewriters. B. Norman & Son will Sell by Auction at their Sale Rooms, as above, Wednesday next, at 1.30 p.m. Catalogues on application. On View day prior.

PREMISES FOR SALE.

WORTHING.—Modern Freehold Shop, with good house, main business thoroughfare, near sea front; splendid opening for live Chemist; no restrictions; genuine bargain at £1,750, with fixtures and fittings ready for occupation; £1,200, building society mortgage; vacant possession. Apply the owner, Arthur Blasdale, adjoining Town Hall, Worthing. ('Phone 868.)

SITUATIONS OPEN.

SENIOR EXECUTIVE WANTED

FOR PARIS TOILET TRADE

ESSENTIALS:—Must have occupied executive position in Paris and have extensive knowledge of selling to the Retail Toilet Trade in France. Perfect French and English. High remuneration. Exceptional opportunity for advancement.

Apply by letter to Box 119, c/o C. Mitchell & Co., 1 Snow Hill, London, E.C.1.

RETAIL (HOME).

DENABY MAIN INDUSTRIAL CO-OPERATIVE SOCIETY, LTD.—The Committee wish to thank the applicants for the position of Chemist Manager. The vacancy has now been filled.

BIRMINGHAM.—Qualified Assistant, under 30; modern business; large N.H.I.; accurate Dispenser, understand Photography; business habits necessary; good references essential. Full particulars first letter, age, height, salary required. Critchlow, 161 Monument Road, Birmingham.

BIRMINGHAM.—Qualified Manager, smart, keen man essential, for modern business in city centre; must be good Salesman and smart Window-dresser; salary and commission. Full particulars of age, experience, salary required and when free to 80/35 Office of this Paper.

NAPSBURY MENTAL HOSPITAL, nr. ST. ALBANS. DISPENSER (woman) required; must be qualified and experienced; commencing salary £190 per annum and dinner daily. Applications, stating age, with copies of testimonials, to the Medical Superintendent.

LONDON, N.E.—Young, qualified (or unqualified) Assistant, capable of taking charge; good Counterman and Window-dresser. Apply by letter, with usual particulars and salary required (outdoors), Tabor & Cresswell, 138 High Street, Kingsland, N.E.

LONDON, W.—Competent male Assistant (single-handed), Dispensing and Counter, for high-class Family business; must have had West-End experience; active and not afraid of work, and anxious to acquire sole charge and full responsibility. Full particulars as to past posts, age, and salary required to "Kensington," 82/37, Office of this Paper.

LONDON, W.—Energetic, experienced, qualified Senior wanted; married; accustomed to taking charge; to live on premises; good unfurnished house; middle-class Dispensing and Retail business. Applicants please give particulars of experience, age, etc., salary required, and when disengaged. Applications not answered in 7 days declined with thanks. 83/8, Office of this Paper.

MANCHESTER.—Qualified man wanted; also one with knowledge of Optics; both permanencies; must be capable and energetic; good Salesmen, accurate Dispensers, understand Photography and Window-dressing. Give full particulars of age, experience, copy testimonials, salary, etc. Latewards, Chemists, Bradford, Manchester.

NORWICH.—Manager (qualified) for up-to-date Family business; keen Salesman and smart Window-dresser essential; house attached: excellent opportunity for young married man to make progress. Send details of age, experience, salary required, also when at liberty, to 80/350, Office of this Paper.

ST. THOMAS'S HOSPITAL.—Qualified Locum required at once, gentleman, not over 30, for about two months, possibly longer; £4 per week; interview necessary. Apply, by letter, to the Pharmaceutist.

WALES.—Qualified, elderly Chemist for 3 months; single; abstainer; active; good appearance; moderate salary; full board 25s. weekly; easy berth. Apply, with references and salary required, in first letter, 81/36, Office of this Paper.

ASSISTANT wanted for good-class Family Dispensing, Veterinary and Photographic business; accurate Dispenser, good Salesman and Window-dresser essential; good appearance. State age, salary, experience, and full particulars, photo if possible. Goodman, Chemist, Banbury, Oxon.

ASSISTANT required for light Retail and Dispensing Business. State experience, salary required, references and usual particulars. Guy W. Wise, Chemist, Rickmansworth.

ASSISTANT (male) for Counter, Window-dressing and Photographic; must have thorough working knowledge in all branches of a rapid D. & P. service (Velox Printing, Enlarging, etc.); near London. Full particulars and salary required in first letter. 82/33, Office of this Paper.

DISPENSING AND DRUG DEPARTMENT.—Wanted, a qualified Chemist as Manager for branch shop; good opportunity for the right man; salary to commence £5 per week. Apply, stating age, experience, and copies of references, to Walsall & District Co-operative Society, Ltd., Bridge Street, Walsall, on or before February 5. Canvassing will disqualify applicant.

ENERGETIC, qualified Manager required for the management of Chemist's business with branches; applicants should have had practical experience in buying and of staff control. Apply in the first instance, giving full particulars, age, experience, salary required, references, 75/28, Office of this Paper.

EXPERIENCED M.P.S. wanted; N.H.I., Photographic, Window Display; permanent situation for capable all-round man; must be resourceful and possess personality; wages and profit-sharing basis; references required. 83/20, Office of this Paper.

FLAT or Room to Let over good-class Pharmacy in West London at moderate rent to qualified lady willing to do light duty one evening a week. 82/10, Office of this Paper.

JUNIOR Assistant required immediately for large business in Surrey; unqualified; duties entirely Dispensing and Stock; Scotsman preferred. State age, experience, and references. 181/450, Office of this Paper.

JUNIOR Assistant, about 20 to 25; unqualified. Please give full particulars of experience, stating age, height and salary required, and enclose recent photo, to H. W. Bryan, Chemist, Malmesbury, Wilts.

LADY Assistant (unqualified) for Branch; N.H.I. Dispensing, Window-dressing, Counter, also Fancy Department. Apply, with full particulars as to experience, salary required, etc., Bewells', Ltd., 19-21 Pitfield Street, N.1.

LADY Assistant (Minor or Hall) required for Fulham district; must be a quick and accurate Dispenser, used to N.H.I. Dispensing and Counter. State qualification, experience, salary required etc. 83/39, Office of this Paper.

PART time; London, S.E.; evenings, 6 till 8; Counter and N.H.I. (experience essential). Age and wages expected to P.C.B. 25/7, Office of this Paper.

QUALIFIED lady Pharmacist to manage small branch; live out; Photography; good Window-dresser; no N.H.I. Rowcroft & Co., Ltd., 66 Week Street, Maidstone.

QUALIFIED Assistant, about 28, used to modern Cash business; able to take charge. Apply, stating full particulars, photograph if possible, stating when disengaged, S. G. Court, 32 Harbour Street, Whitstable, Kent.

SMART Junior Assistant (male), used to quick Counter trade and expert Window-dresser. Full particulars of age, experience, and salary required, and when disengaged. 6/8 Lewisham Road, Lewisham, S.E.

UNQUALIFIED Assistant, experienced, required for high-class business near London; must be an accurate Dispenser and have a sound knowledge of good-class trade. Apply, with full particulars, 84/13, Office of this Paper.

WANTED, qualified M.P.S. and Optician; high-class business; must be of smart appearance; clean and accurate Dispenser; knowledge of Photography. Apply, with two recent references and photograph, usual particulars, in first application. Frank Edwards, 192 Cowbridge Road, Cardiff.

WANTED, smart Assistant; single; good Dispenser; accustomed to busy N.H.I.; Window-dresser and Counterman. Usual particulars and salary required to Raymond Cope, Cawdry Pharmacy Leek, Staffs.

WANTED, unqualified Assistant for middle-class business; must be well up in Photography and used to D. & P. work. 82/18, Office of this Paper.

YOUNG, qualified Assistant; South Coast; an up-to-date Counter knowledge, including good-class Toilete and Photo, a necessity; must be gentlemanly, a hard worker, and have good references. Please state age, particulars of experience, and photo if available; send copies of recent references, and state when disengaged and salary required; good commission to a successful man. 83/27, Office of this Paper.

WHOLESALE.

A CENTURY old firm, who are reorganising their sales department, want Representatives to sell as a subsidiary line their Concentrated Summer Drinks on a commission basis; a live Wholesale and Retail connection essential. Reply, stating district, to 80/32, Office of this Paper.

ACTIVE Salesmen, calling on Chemists and Stores in London and Southern Counties, for proprietary Toilet Preparations, Cologne, Lavender, etc.; part expenses and liberal commission to men of proved ability. P.C.B. 25/5, Office of this Paper.

ASSISTANT Sales Managership is offered to an ambitious young man with personality, capable of controlling Agency Department, Chemists' Proprietaries, etc., of very progressive House; salary by arrangement; applicants must be prepared to invest £250; exceptional prospects. Write fully. 84/27, Office of this Paper.

ENERGETIC man, with established connection and ideas, might with advantage communicate with the advertisers, who have capital and manufacturing facilities available. P.C.B. 23/31, Office of this Paper.

FULL-TIME Representative, with established connection among Retail Chemists in the West Country and South Wales, required to handle two well-known Chemists' Proprietaries; remuneration is on the basis of commission with guaranteed minimum, and the position will be a permanency for the right man, who must be not more than 35 years of age. State age and full particulars of experience, ground covered, and remuneration expected, to 181/448, Office of this Paper.

JUNIOR Granulator wanted; must have some knowledge of the manufacture of Compressed Tablets; one with some experience anxious to gain more; very modern methods employed; state salary required. Arthur H. Cox & Co., Ltd., Manufacturing Chemists, 93 Lewes Road, Brighton.

LABORATORY Hand, accustomed to heavy work in handling of Liquid Extracts, Conc. Infusions, etc., required by North London house. Give full particulars, age, experience, wages, to 181/455, Office of this Paper.

LONDON Wholesale Sundries House require a smart young man in their despatch department; must be a good organiser, with a knowledge of the trade and of both country and local motor and railway routes; only those with experience in the transport service of a brisk and efficient house need apply. Please state age, experience, wages and references. 181/453, Office of this Paper.

MANUFACTURING Chemists require Travellers for all parts of United Kingdom, including London, for new Medical and Toilet Proprietaries; commission only to commence. State age, territory, other lines carried (if any), and nature and extent of connection. Pharmaceutical Supplies, Ltd., 120 Victoria Street, London, S.W.1.

REPRESENTATIVE wanted to interview Medical men; preference given to one knowing the North of England. Apply, stating experience of salesmanship, knowledge of Therapeutics, salary required, etc., to W. H. Legat, Ltd., "Cross Axes," Bolton.

REPRESENTATIVES wanted (commission basis) in many districts by leading manufacturers to sell remarkable new development in health product for dogs; only men with established and very good existing connection amongst Chemists need apply; proposition offers unusually large scope for first-class salesmen; state exact territory covered. Apply 76/2, Office of this Paper.

REPRESENTATIVES required to sell Kodak and Selo Automatic Film Machines; shilling in the slot; retail price £5 10s.; commission to representative 30s. per machine. The Rider Machine Co., Ltd., 124 Minories, London, E.C.3.

SALESMEN for London and Home Counties wanted to sell Sundries to Chemists by a firm of actual makers; liberal commission paid or share expenses with one or two other firms. State territory, references, etc., to 181/447, Office of this Paper.

TRAVELLERS wanted to carry Perfumery and Toilet lines; commission only; must have good connection with Chemists, Stores, etc. 182/457, Office of this Paper.

TWO London Representatives wanted on 10 per cent. commission basis to carry advertised Toilet Preparations; must have live connection amongst Chemists or Hairdressers. 83/33, Office of this Paper.

WANTED, man, well educated, of sound Pharmaceutical training and ability, to write Medical and Trade Literature, etc.; previous experience desirable; age preferably 20-30; prospects excellent provided applicant has ability and a sense of salesmanship appropriate to the particular task. Give full details in letter; state salary required. 181/446, Office of this Paper.

SITUATIONS WANTED.

(RETAIL HOME.)

A.A.A.A.—QUALIFIED Branch Manager; London; commence immediately; salary £4. "Chemist," 119 Elgin Avenue, Maida Vale.

A.A.A.A.—QUALIFIED, 23½, desires position in London; all-round experience; excellent references; free. "M.P.S.," 15 Leathwell Road, S.E.8.

A.A.A.—ASSISTANT; 32; first-class Counterman, Dispenser; 17 years' all-round experience; last 10 West End; excellent references; trustworthy; disengaged. "Statim," 3 Stacey Street, W.C.2.

A.A.A.—QUALIFIED, 22, seeks berth as Assistant or Branch Manager; 18 months' London experience; disengaged. Harris, 19 Angell Road, S.W.9. 'Phone: Brixton 3465

A.A.A.—EXPERIENCED, qualified Manager desires to meet London proprietor requiring capable man to manage his Pharmacy. 82/32, Office of this Paper.

A.A.—CAPABLE, qualified Assistant, 25, desires situation in or near London; previous London experience; excellent references; moderate salary. "Chemist," 24 Anson Road, Tufnell Park, N.7.

A.A.—YOUNG and energetic Pharmacist seeks post; competent; able to take charge; smart appearance; experienced all branches. 82/12, Office of this Paper.

A.—LOCUM; qualified; registered R.P.U.; long or short period; experienced all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. 'Phone: Maida Vale 8212.

A CAPABLE qualified young man; 26; West-End and London experience; competent Salesman and Dispenser; some managerial experience; any responsibility; excellent references. Edwards, 27 Warwick Road, S.W.5.

A CAPABLE Assistant and Stocktaker; unregistered; tall; over 25 years' all-round experience. "Statim," 23 Doughty Street, Holborn, W.C.1.

A CHEMIST (M.P.S.), intimately conversant with English and Continental Pharmacy, capable in every branch of business and sole control, seeks progressive position shortly. "Chemist," 13 Baron's Court Road, S.W.14.

A QUALIFIED Chemist, 29, as Manager; keen, competent and energetic; 12 years' London and Provincial experience; well versed in all departments of pharmacy, including Photography and Toilets. "Veramon," Cranleigh, 58 Oakfield Road, Stroud Green, London, N.4.

A QUALIFIED lady; energetic; experienced Dispensing (N.H.I.), Counter, Windows; can take full charge, or as Assistant; free when required; London or easy reach. Miss Lurie, 8 Lancaster Road, N.W.3

A STUDENT (Part II) requires evening position in London; Dispenser, Salesman, Window-dresser. Write or 'phone (after 5 p.m.), H. Ridchalgh, 222 Clapham Road, S.W.9. Reliance 3539.

ADVERTISER seeks permanent and responsible position; F.S.M.C. (J.C.Q.O.), expert Refractionist and Frame Fitter; 12 years' all-round experience in Pharmacy; used to busy Counter and N.H.I.; tall, energetic and courteous; free in one month; undeniable references. Apply 84/20, Office of this Paper.

AN experienced, qualified Manager, married, desires change; any large town where scope for advancement; energetic; good Salesman; 10 years' London branch manager. "Chemist," 13 Vale Road, Newton-Abbot, Devon.

ANGLO-SCOT, 25, M.P.S., F.B.O.A., capable, conscientious, desires situation with Chemist-Optician in good-class neighbourhood. 77/9, Office of this Paper.

AS Manager or Assistant; qualified; 27; single; experienced all branches, Retail, N.H.I. and private Dispensing; photo, etc.; first-class references; Midlands preferred. "M.P.S.," 25 Clifford Road, Blackpool.

ASSISTANT (young lady, 21) desires post; Counter and Window-dressing; good experience; excellent references; any district. 80/34, Office of this Paper.

ASSISTANT; unqualified; 23; 6 years' excellent experience, Dispensing, Counter, Photography; at liberty. V. Hill, 11 Taff Street, Pontypridd.

ASSISTANT; 24; thoroughly trained all round (2 years' best West-End experience); competent, smart, and first-class Dispenser; excellent references; West of England preferred. Roper, Kington, Herefordshire.

ASSISTANT; unqualified; 4 years' general experience, Counter, Window, Dispensing; Cardiff or London preferred. "Assistant," 21 High Street, Llandovery.

ASSISTANT; unqualified; single; first-class general all-round experience; disengaged. Jones, 8 Kingswood Avenue, Queen's Park, N.W.6.

ASSISTANT; 26; single; disengaged; very good Dispensing, Counter and Photographic experience (six years in London); well recommended. G. Ramdin, 41 Westcroft Square, London, W.6.

ASSISTANT; unqualified; 36; competent; 18 years' first-class experience. J. Gibbs, 23 Manchester Street, W.C.

ASSISTANT; 38; unqualified; 16 years in good-class Retail; competent Dispenser, Salesman and Window-dresser; full charge possible. "P.," 17 Park Avenue, Leicester.

ASSISTANT or Locum; Counter, Dispensing, Photography; experienced; unqualified; disengaged; good reference. "K.," 62 Blenheim Road, East Ham, E.6.

ASSISTANT, 21, 6 ft., smart appearance, desires position; good all-round experience; reliable; trustworthy. H. Plummer, 20 Somerset Road, Walthamstow, E.17.

ASSISTANT, unqualified, 25, West-End and provincial experience, tall, smart appearance, desires change; London. "F.," 20a Hammersmith Broadway.

ASSISTANT or Manager; experienced, with highest possible references; nominal salary accepted with increase on improved turnover; Midlands or South preferred; can interview; unqualified. "E. W.," 129 Turnpike Lane, N.8.

ASSISTANT; West-End experience; good references; Counter and Dispensing; recently disengaged; Locum or permanency. Write to M. A. Birch, 69 The Lawn, Shepherd's Bush, W.12.

ASSISTANT; unqualified; 23; tall; good appearance; Oxford, Birmingham experience; energetic; disengaged March. Harris, 84 Poplar Road, Edgbaston, Birmingham.

ASSISTANT; unqualified; London or suburb; all-round experience, energetic; excellent references; Scot; 22 years. 82/7, Office of this Paper.

BRISTOL.—Unqualified; first-class experience, Counter, Dispensing; energetic; references; disengaged; temporary or permanent. "W. G. B.," 35 Arley Hill, Bristol.

CHEMIST, sold business, seeks Locum work, half-day closing relief, or Sundays; Brighton district. 24 Vale Road, Portslade.

CHEMIST'S Assistant, lady (Hall), desires post; Gloucester district; experienced all branches of business; good references. 81/4, Office of this Paper.

COMPETENT, unqualified Assistant; over 30 years' Retail experience; temporary or permanency; excellent references. Bagshaw, Park Square, Newport, Mon.

COMPETENT Salesman requires evening duty or part time; West-End experience. "J. O.," 51 East Avenue, Hayes, Middlesex.

DISENGAGED; active; unqualified; middle-aged; experienced in every class of business; temporary, permanent. Fletcher, 91 Duncombe Road, Holloway, N.19.

EXPERIENCED, unqualified, but competent; tall; Scot; many years' first-class Dispensing, Counter, Photo. seaside, country; London; quick, clean, accurate; disengaged; permanency desired. Johnstone, 3 Babington Road, Streatham, S.W.16. 'Phone: 1087.

EXPERIENCED Junior; 20; disengaged; 4 years' apprenticeship; Part I; Manchester preferred. McDevitt, 96 Townley Street, Middleton, Lancs.

EXPERIENCED Saleswoman; Drugs, Toilet and Perfumery; disengaged. Miss Driffield, 10 Norfolk Road, Tunbridge Wells.

EXPERIENCED; qualified; 20 years' Dispensing, Retail and Photographic; capable; willing; disengaged. (Mr.) Jamieson, 23 Sinclair Road, W.14.

FULLY qualified young lady requires post. Apply 82/27, Office of this Paper.

JUNIOR, 20, seeks situation; London area preferred; good Dispensing and Counter experience; excellent references; apprenticeship ends February. Apply K. James, 41 Station Road, Kidwelly (Carm.).

JUNIOR Assistant requires situation; Part I taken; Public School education; thorough experience in Dispensing, Window-dressing and Salesmanship; height 5 ft. 10 in.; age 21; will guarantee keen interest in business. "J. D. H.," 86 Blandford Road, Beckenham, Kent.

JUNIOR wishes to gain further experience by entering good-class business until College in September; holds Part I; good varied apprenticeship, terminates February 28. Apply P.C.B. 25/8, Office of this Paper.

LADY Dispenser desires post, Doctor or Chemist; Minor qualification; Book-keeping and Counter experience. 75/37, Office of this Paper.

LADY, M.P.S., 24, seeks post; good Dispenser; highest references; London district. "Evelyn," c/o Wilson, 42 George Street, W.1.

LADY, qualified, requires part-time or Locum; excellent testimonials and experience. "D. M." 140 Belsize Road, N.W.6.

LADY, M.P.S., capable taking charge, desires permanency; Midlands; smart appearance; reliable; excellent references. 35 Melton Road, West Bridgford.

LADY Dispenser (Hall Certificate) requires post; London; experienced; excellent testominals; Book-keeping. "D.," 108 Hythe Road, Ashford, Kent.

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LOCUM, relief, Manager; "not registered"; 20 years' experience; Dispensing, Stock, Counter, Salesman, Prescriber. "G" 130 Scott-Ellis Gardens, N.W.8.

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MALE, unqualified; excellent Dispenser, Prescriber, Salesman; trustworthy; 24 years in last job. Wright, 63 Carlton Terrace, Whitley Bay.

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M.P.S., 22, desires post; reliable; energetic; 5 years' experience high-class pharmacy; good Dispenser; would manage; excellent references. O. Shelton, Hickling, Melton Mowbray.

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PHARMACEUTICAL Chemist desires post, permanent or part time (in or near Liverpool preferred) or Locum; wide experience in Dispensing, Counter work and Photography. 80/40, Office of this Paper.

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QUALIFIED Assistant; 22; sound experience all branches; keen; conscientious; disengaged February 2. Powell, 65a Shanklin Road, Brighton.

QUALIFIED; 24; 8 years' experience; Assistant or Manager; excellent references. "E. K.," 544 Chester Road, Old Trafford, Manchester.

QUALIFIED; 43; Locum or permanency; experienced in all branches; industrious; honest; London or Home Counties; good references. Apply "Chemist," 62 Grove Park, Denmark Hill, S.E.5.

QUALIFIED, 1928, age 24, desires change; London district preferred; thorough knowledge of all branches; Assistant or Manager. 81/39, Office of this Paper.

QUALIFIED, 25, good appearance and address, desires position, Manager or Assistant; general routine; quick, accurate Dispenser; keen, energetic, and courteous Counterman; West-End and South Coast experience; excellent references; accustomed taking charge; interview. 81/2, Office of this Paper.

QUALIFIED Assistant, 22, desires situation; six years' experience; quick, accurate Dispenser, Photography; excellent references. Edward, Gowanbank, Forfar, Scotland.

QUALIFIED, 26, accustomed quick up-to-date Counter business, desires permanency or Locum. Mortimer, Reads Avenue, Blackpool.

QUALIFIED, 31, tall, 17 years' varied experience, desires Locum or permanency; experienced Manager; London, Provinces and Colonial; Display work, Dispensing and Photography; disengaged. Bowrey, 239 Stapleton Road, Bristol.

QUALIFIED, 26, married, desires permanency; Manager or Senior; good all-round experience; moderate salary; free after February 14. Powell, 164 8th Avenue, Low Hill, Wolverhampton.

QUALIFIED, keen worker, with initiative and ability to organise and control staff; capable as Territorial General Manager for a number of branches; has proved successful in this capacity; looking for a position where abilities can be made full use of. Reply "T. G. M.," 84/25, Office of this Paper.

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YOU want an unqualified Manager or Senior, with modern business ideas and experienced in Dispensing, Display, Photography and Stock-keeping; 16 years' experience; 5½ years present situation. Salary and prospects to M. H. Barnes, 12 Bertram Road, Hendon, N.W.4.

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YOUNG Lady; general all-round experience first-class business; Counter and Book-keeping; no Dispensing. "B.," 33 Festing Grove, Southsea.

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